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INDUSTRIAL 



VOLUME IV.



THE
COMMERCIAL
INTERESTS



ILLUSTRATED



Chicago
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1894

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Survey

PREFACE.

...

ABOUT two years ago the publishers began the task of compiling their two volumes on the Manufacturing and the Commercial Interests of Chicago, and are now pleased to hand herewith Vol. IV (The Commercial Interests) to their patrons. The delay in issuing these volumes is due wholly to the impossibility of securing satisfactory steel portrait work on short notice. There are not more than half a dozen houses in the United States (all in the East except one) which can do first-class steel portrait work, and, as all were filled with orders, the publishers were obliged to wait, in order to secure engraving of the most perfect style of the art.

Special attention is called to the value and importance of this volume. Several chapters are written in logical and brilliant style by prominent citizens, whose names alone are a guaranty that the thought and history are clear and creditable. The publishers, with this volume, have thus completed four of their ten volumes on the History of Chicago. The others will make their appearance as rapidly as they can be prepared. The next two will contain the history of the Legal and the Medical Professions. Their great success is already assured.

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INDUSTRIAL CHICAGO



THE
COMMERCIAL
INTERESTS.

CHAPTER I.

CHICAGO REAL ESTATE.

BY HENRY L. TURNER.

TO write a history of Chicago real estate is to write a romance, in which earth and air, humanity, waterways, railways, the westward movement of the "Star of Empire," each must have its part. To write a complete story of the city's real estate is also to write a philosophical chapter on sociology, on the science of growth, to dip deep into the causes which lead to civic prosperity; to balance nicely political, financial, sociological and race developments; to ascertain whether cities build up railways or railways make great centers. But to do all this would require volumes, not chapters, so that the essayist must of necessity confine himself to the bare narrative of facts and leave to more fortunate future writers the fascinating task of moralizing, questioning, guessing at the whys and wherefores of Chicago's real estate greatness.

In no direction has Chicago made history more rapidly than along the line of material development and enhancement of real property values. In the phenomenal growth of sixty years the real estate man has played no insignificant part. He has helped to advertise Chicago until what is now the first city on the continent has become the best known city of the world. He has believed in Chicago and made his neighbors, immediate and remote, believe in it.

A history of this interest may be excused for not going back further than the summer of 1830 to find an initial point. It is true that a settlement at the mouth of the Chicago River had been in existence for many years prior to that time, but in that year a survey and plat were first published. The canal commissioners appointed

by the Legislature of 1829 were the official fathers of the city. The board was composed of Dr. Jayne, of Springfield; Edmund Roberts, of Kaskaskia, and Charles Dunn. It was empowered to "locate the Illinois and Michigan Canal, to lay out towns, to sell lots, and to apply the proceeds to the construction of the canal."

The line of demarkation between the Fort Dearborn settlement and Chicago was furnished by this survey. A single section now known technically as the "Original Town," and bounded by State, Madison, Kinzie and Halsted Streets, furnished an ample site for the then scarcely promising village, and within these old boundaries were included the settlement at Wolf Point, at the junction of the north and south branches of the river, and what was known as "Lower Village" on the South Side.

The prices paid for canal lots and lands brought into market in 1830 indicate that land was much more abundant than money, and that supply was in excess of the demand. A lot in Block 20, that bounded by South Water, Lake, Franklin Streets and Fifth Avenue, was bought for \$50. J. B. Beaubien is credited with having bought Lots 1 and 2, Block 17, the block in which the Commercial Hotel is located, at the same rate per lot. In fact, this seems to have been about top price for Chicago lots at that time. Lots 1 and 2, in Block 29, the block bounded by Canal, West Water, Randolph and Lake Streets, rose to \$138. Two lots in the block just north of the present Courthouse square sold at \$24 apiece.

The city was laid out principally along the south side of the main river. Lake Street was well built up from State Street to Franklin. The skyscrapers of those days were the few four-story brick blocks on Lake and Water Streets.

The canal trustees' sales were made on peculiar terms. A purchaser paid one-quarter cash and one year's advance interest on the balance, made payable in one, two and three years. "Canal terms" and "canal time" were the expressions with which real estate men were familiar as late as the year of the fire.

It is difficult to determine just what portion of the town was considered most desirable, but the sales indicate a preference for the blocks along the river. Jedediah Woolsey, Jr., possibly had a premonition of the southern tendency in development, for he was willing to pay \$50 for a lot in Block 44 bounded by Washington Street on the south and Canal Street on the west. In the tier of blocks north of the river the range was from \$37 to \$60 per lot. Alexander Wolcott took all of Block 1, south of Kinzie and east of Dearborn Streets, and supplemented this by buying an eighty-acre tract in the unsubdivided portion of Section 9, at \$1.625 an acre.

About a year after the survey of the village, sixteen out of twenty-four lots granted to the county to defray expenses of erecting public buildings were sold, and the remaining eight, now the site of the courthouse and city hall, were set aside for a public square. The first public auction of Chicago real estate was held to dispose of that portion of the grant not reserved as a building site. James Kinzie acted as auctioneer and earned \$14.50 on a commission basis of two and one-half per cent. for

the first \$200 and one per cent. for all over that sum. The gross amount of sales was in the neighborhood of \$1,150.

The question of roads was reached at an early date, but interest did not bring on village improvement so much as the extension of country roads to the southwestern part of the county. Some of the prominent diagonal streets of the present city, Ogden and Archer Avenues for example, were originally country roads.

The village did not increase in population rapidly, but its inhabitants soon awoke to its possibilities from a geographical point of view. The year 1832 is credited with the erection of the first two business structures built in Chicago. They were built by George W. Dole and P. F. W. Peck, and as they both occupied South Water Street corners, that street suggestive now of butter, eggs and produce markets, may lay claim to seniority as a leading business street. The building erected by Mr. Peck was used as a store, while that built by Mr. Dole was the first packing house. On the present Tremont House site hogs were slaughtered to furnish provisions for the lake trade.

The real estate man as now recognized was not in evidence in those early days, but the loan man was on the ground, and in the person of a Mr. Strachan advanced \$60 to the town for the purpose of draining State Street in the vicinity of Lake and Randolph Streets. This was the first financial obligation entered into by the town, and the money was not furnished without misgivings.

Up to 1835 or 1836 the real estate agent did not form a distinct feature in the development of the city. There were plenty of speculators and investors in a small way, and in the period prior to the city's first boom and subsequent panic there was considerable transferring of property. The stories of transfers of lots, now valued by the square foot, for ridiculously low considerations date to this period. The speculator with a little money, a little credit and more faith in Chicago had a golden opportunity, but the calling of the real estate agent could not have been very remunerative.

During 1833 Charles Butler and Charles Bronson, of New York, were induced by Robert A. Kinzie, to visit Chicago, and the next year arranged for the purchase of one-half of Kinzie's addition to Chicago, and the property bought by Alexander Wolcott at the original canal land sale, known later as Wolcott's addition, and Block 1 of the original town for \$20,000. In 1835 the same tracts, which had been bought in the name of Mr. Bronson, were transferred to Mr. Butler for \$100,000. A sale of this land in lots was arranged to follow a sale of Government lands, and to manage this operation Mr. Butler selected his brother-in-law, W. B. Ogden. The claim that Mr. Ogden was the first real estate agent, in the present acceptance of the term, is probably warranted by the facts in the case. He was successful beyond his expectations in his subdivision operations, his sales amounting to about \$100,000 for the equivalent of one-third of the holdings. If Mr. Ogden lacked faith in Chicago on his arrival

here, he soon experienced a change of sentiment and, decided to make Chicago his home.

An important sale of land was made in the fall of 1833. The school section, lying between Madison and Twelfth Streets, and State and Halsted, was subdivided into 144 blocks, and sold at public auction at the equivalent of \$6.72 an acre. These blocks, subdivided into lots with canal lots in Section 9, and early "additions," formed a basis for a speculative fabric which collapsed in 1837. An early delinquent tax list mentions as subdivisions the original town, Section 16, Wolcott's addition, North Branch addition and Wabansia addition.

In 1836 John Kinzie and Hiram Pearson went East and formed a syndicate including Messrs. Bard, Ward, Carow, Delafield, Nicoll, Butler, Robinson, Olcott and Bloodgood to invest in Chicago property. According to the contract entered into with these parties title to property was to be in the name of Kinzie and Pearson, and they were given authority to buy, sell, exchange and generally manage all properties for the syndicate. That the syndicate was active in its operations is evidenced by the fact that scarcely an abstract of property in the original town can be picked up which does not show traces of it. It bought and sold a great deal of property in Canalport, Kinzie's, Wolcott's and other early subdivisions and additions to the original town.

The first boom experienced by Chicago was now reaching its culmination. A tide of emigration had set in, and everyone had money. Hundreds of houses of various descriptions were built and the offices of the numerous land agents were storm centers. Lots which had been bartered around in trade acquired dignity with demand. The opening of the Government land office in 1835 added fuel to the speculative blaze. Towns were laid out on paper and a thriving trade in lots at points which never had a real existence was carried on. An early auctioneer modestly stated through the medium of the daily paper that during ten months of 1835 he had sold \$1,800,000 worth of real and personal property and that he had fitted up an office equal to any in New York or Philadelphia. To indicate the extent to which the Chicago speculative flood developed a single advertisement which appeared in 1836 may be cited in which are offered lots in Chicago, Joliet, Peru, Dorchester, Tremont, Pekin, Dearbornville, Constantine, Mottville Mills, St. Joseph and Milwaukee.

Accounts of transfers of lots at this time at rapidly enhancing values may lack authenticity in some instances, but they serve to furnish a tangible idea regarding the speculative fever which led up to the panic of 1837. At the first sale of canal lots Gurdon S. Hubbard bought the corner of Lake and La Salle Streets and the corner of La Salle and South Water Streets, each 80x100 feet in dimensions, at \$33.33 apiece. In 1836 the lots could have been marketed readily at \$50,000 apiece. They were sold in part prior to and in part after the crash at something like \$80,000. In 1835 Mr. Hubbard bought what was considered one of the poorest eighty-acre tracts inside the



Wm. D. Kesfoot

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limits, lying north of Kinzie Street and west of the river, for \$5,000, and a few months later sold half of it in New York from an unrecorded plat for \$80,000. A letter from Charles Butler in the *American* during 1836 says that a one-quarter interest in Kinzie's addition, then estimated to be worth \$100,000, had been offered to him in 1833 for \$5,500. He adds that a forty-acre tract, worth \$400 in 1833, was worth \$200,000 three years later, and that a piece of property bought early in 1835 for \$20,000, resold for \$100,000 during the year, was worth in 1836 \$500,000.

The speculative bubble was pricked by the passage of the law putting an end to wildcat banking, June 30, 1836, and the collapse came in the spring of the following year. Land values shriveled up and actual as well as paper fortunes were wiped out in a few weeks.

From 1837 to 1844 were the seven lean kine following the seven fat real estate cattle. It was a reorganization period in which the real estate agent hibernated and real estate history took to its bed. Foreclosures were the features of the day. Capital gave the limping city the cold shoulder. Properties which a few years before could have been sold at fabulous prices on an active market, had no value whatever as quick assets. Holdings were abandoned for taxes.

The boom prior to 1837 had of course swelled the list of real estate agents, and, as in other periods of real estate activity, people in other lines of business took on the selling of lands and lots as a side line. Among the pioneers in the business are classed Gurdon S. Hubbard and John S. Wright, who, as early as 1833, advertised that they rented houses and did a real estate business. Kinzie & Hunter and Dr. W. B. Egan were in business as early as 1835. The early real estate men were scarcely agents as the term is now applied, but in the main, speculators in land. Some of John S. Wright's purchases in 1834 were as follows: 80x150 feet in Block 17 of the original town for \$3,500; Lot 5 in Block 19, original town, for \$1,200; an acre tract on the north branch, for \$3,500; and forty-four acres south on Twelfth Street at \$80 an acre.

The directory of 1839 gave as real estate agents, Hiram Baker, Francis G. Blanchard, James B. Campbell, Charles H. Chapman, George H. Chapman, Norman Clarke, Stephen M. Edgel, Dr. William B. Egan, William B. French, Larned B. Harkness, Leonard C. Hugunin, Gholson Kercheval, James Kinzie, Isaac Legg, John R. Livingston, James A. Marshall, Walter L. Newberry, John Noble, Mark Noble, William B. Ogden, Hiram Pearsons, P. F. W. Peck, Dr. Peter Temple, J. B. Wetherell, George Wheeler, Lot Whitcomb and John S. Wright. Between 1839 and 1848 the names appear of R. C. Bristol, Theron Pardee, George Smith & Co., J. B. F. Russell, S. B. Collins & Co., Augustus Garrett, J. T. Whitney, B. W. Raymond, James H. Rees, and Stout & Sampson. In 1857 eighty-nine names were placed under the classified list of real estate agents.

Early in the fifties considerable attention was paid to street improvements. The early efforts to lay stone pavements were far from being successful, on account of the

character of the soil. Plank was then considered the proper material for Chicago roadways and the principal streets were improved at a cost of something over \$30,000. The streets were numbered at about the same time. In 1855 the first pavement of limestone blocks was laid on South Water Street, between Wabash Avenue and the Illinois Central tracks, and the next year the first pine block pavement was begun. In 1854 the pivot bridge at Clark Street was built, and the next year surveys were made and plans drawn for a sewerage system. The plan adopted made it necessary to raise the grade of the city nearly twelve feet and the first appearance of George M. Pullman in Chicago was as a mover and raiser of brick buildings. It was then considered a formidable undertaking to raise such buildings as the first Tremont House and other three and four-story structures. When the Galena & Chicago Union Railroad was being built under the management of W. B. Ogden and J. Y. Scammon, the city refused to grant the road a right-of-way along Kinzie Street or an entrance to the city. The first section of this road extending to the DesPlaines River was built in 1848.

At a public land sale, early in 1843, 600,000 acres were offered, and but 70,000 were sold, bringing only \$86,215. Improvement in financial conditions was established in 1844. Over 600 buildings were built, the present school system was established, and the Dearborn Street schoolhouse was erected. From that time on to the period of business depression of 1857 to 1861 the improvement and development was steady. To a great degree it was the improvement and enhancement of reorganization, in which the extension of city limits and real estate speculation had but little part. The financial conditions prevailing just after the panic of 1857, although by no means so unfavorable as those which characterized the depression following the 1837 panic, were such as naturally discouraged outside investment, and prevented an active market. Aside from financial considerations, the political questions being discussed all over the country took precedence in the minds of investors over questions of real estate development. In 1862 a demand for Chicago property was experienced, and this year and the following one may be considered as having ushered in a new era of fair values and of suburban investment. During the next year it is estimated that business property made an advance of about twenty per cent., while choice residence property advanced fifteen per cent., and medium residence property, including suburban holdings, advanced ten per cent. In this enhancement there was little suggestion of the activity and wild speculative fever which was to culminate in another panic. Lots on La Salle Street, south of the old Board of Trade, then in construction, were not salable at \$300 a front foot. In 1866 and 1867 there was great development in a section bounded by State, Lake and Harrison Streets and the lake, now the business heart of the city, but then considered rather out of the world, and also in the vicinity of Lincoln Park. The site of the Palmer House was bought at this time for something like \$1.50 a square foot. A year later top price for down-town property was reached in a sale of

the southwest corner of State and Washington Streets to the First National Bank for \$25 a square foot. As a part of the site of the present skyscraping Reliance building, it is leased on a basis of something over \$100 a square foot.

During the next few years residence property attracted speculative attention. Park and boulevard frontage investments became the fashion. Speculation ran riot in suburban properties. Subdivisions were laid out along the Chicago, Burlington & Quincy Railroad as far as Hinsdale, and south along the Blue Island ridge, and away north to Lake Forest, and lots were sold at prices which might cause buyers at some of these points to hesitate twenty years later. The wonderful chain of boulevards, with the parks connected by them, furnished an almost inexhaustible supply of lots with park frontage as a basis for the wildest speculative activity. Holdings along Michigan, Calumet, Prairie and Indiana Avenues were looked upon as choice investments. An idea of current values of South Side property may be gleaned from the results of a sale held in 1869 by Clarke, Layton & Co., which was advertised all over the country. Fifty-foot lots on Cottage Grove Avenue, between Forty-third and Forty-fourth Streets, brought \$40 to \$60 a foot; between Fifty-first and Fifty-second Streets, \$60 to \$71 a foot, and between Fifty-second and Fifty-third Streets, \$54 to \$55 a foot. A corner of South Park Avenue and Forty-fourth Street brought \$68 a foot, and South Park Avenue lots between Thirty-first and Thirty-second Streets sold at \$93 to \$98. Drexel Boulevard frontage near Fifty-second Street was considered worth \$41 to \$45 a front foot. Lots on Thirty-first Street, between South Park and Calumet Avenues, ranked higher, selling at \$115 to \$166 a foot. As the auction sale involved about \$3,000,000 worth of land, these prices may be taken as open market bottom figures.

The commercial prosperity augmented the feverish speculative feeling, in which prices were advanced beyond reason and all idea of intrinsic value lost sight of. Sales of real estate for 1869 are placed at an aggregate of \$30,000,000, with the sales of 1871 up to October 9, at \$40,000,000. In the year of the fire Randolph Street frontage, east of La Salle, brought \$2,113 a front foot; State Street holdings, north of Monroe, sold at \$2,000; Madison Street property, west of Fifth Avenue, at \$1,050; Clark Street property, south of Monroe, at \$800; State Street frontage, north of Jackson, at \$700, and Monroe Street, property east of Market, at from \$490 to \$565 a front foot.

The fire by no means checked real estate activity. It created an immediate demand for buildings in the business district, and owners were forced to sell part of their holdings to get funds with which to make improvements. A large amount of insurance money was paid out here, and owners had no difficulty in borrowing from eastern capitalists. A real estate office, that of W. D. Kerfoot & Co., was the first building erected in the burnt district, and the agencies of W. D. Kerfoot, Baird & Bradley, H. C. Morey, Ogden, Sheldon & Co., E. A. Cummings & Co., W. L. Pierce, and others, were kept employed actively. There was no break in the speculative and

investment interest until the panic of 1873 came like a paralytic stroke. The rebuilding of the city did not at once change the business center. The northwest corner of Clark and Lake Streets was considered the best corner in Chicago in 1865, when a Louisville man purchased it for \$2,000 a front foot. After the fire the corners of Lake and Clark Streets still were considered about as good as could be selected.

The panic of 1873 was peculiar in many respects. It came unheralded and left owners unable to sell at any concession or to borrow money on their holdings. The usages regarding foreclosure proceedings then in vogue, aggravated the situation and really tended to prolong real estate troubles. Between the years of 1873 and 1880, about the only real estate business was in liquidation and reorganization. All sorts of property suffered, outlying holdings especially. Defaulted mortgages at the time of the fire could be foreclosed by notice through the newspapers and liquidation was rapid. During the later part of 1873 the newspapers were literally filled with foreclosure notices. The custom worked such hardship to owners that the Legislature passed an act providing that all foreclosures should be made through chancery proceedings. A number of insurance companies which had large loans here foreclosed and secured title to property, some of which have been held by them ever since. In fact many ownerships by non-resident capitalists date back to the panic of 1873, the properties which were then taken as an extreme measure having since, in many cases, made their new owners wealthy.

The signs of improvement were not numerous until 1880. The business center began to gradually work south and productive income holdings became again salable. The wholesale district in the southwest portion of the city was established with the buildings erected by Marshall Field and John V. Farwell & Co. as a nucleus. Early sales in that section were made at as low figures as \$200 to \$300 per front foot. Handsome profits were made through the advance in this property and investment throughout the business center was stimulated.

The trade in outside property, which was checked by the panic, was revived, but took a little different turn. The early outside subdivider selected high rolling sites for towns without regard for accessibility to the business center, and gave the belt of low land encircling the city a wide berth. The later cheap lot subdividers, of whom John Johnston, Jr., is credited with being a leader, saw a field in the intermediate property, which could be given transportation service at moderate outlay. E. A. Cummings & Co. made large acre purchases in the west and southwest sections of the city and made the sale of lots on easy terms a specialty. S. E. Gross was another prominent cheap lot operator, doing an extensive business at various points on all sides of the city.

Early in 1869 the Calumet and Chicago Canal and Dock Company came into existence under a special charter granted by the Legislature. It was only one of a number of similar corporations granted a wide range of privileges and peculiar powers,

but is of especial interest as being closely identified with the development of the Calumet River region. Its original purpose was the construction of a canal to connect the Calumet River with the Illinois and Michigan Canal, and to this end it was given the right of eminent domain to condemn a right of way, and authority and right to "purchase, possess and occupy real and personal estate and to sell, lease and employ the same in such manner as it shall determine." The proposed canal was never built, the corporation becoming a land investment company pure and simple. Several thousand acres on and near the Calumet River were at once acquired. The company discovered that it had projected improvements outside the lines of immediate development. Sales for 1872 amounted to \$130,000, and in 1874 to \$240,500. They gradually dwindled down until in 1879, the total of sales was \$500. A reorganization was effected in 1881, and since that time the company has been a factor in subdivision operations in the vicinity of South Chicago. Sales for the years 1872 to 1893 inclusive, aggregated \$5,413,000. The banner year was 1890, when acres and lots valued at \$1,200,000 were disposed of.

To the development of the southern portion of Cook County and the Calumet region generally, the operations of the Pullman Palace Car Company have contributed to a considerable extent. The company was organized in 1867, but the industrial town as it now stands, the feature considered in connection with the real estate advancement of the city, was not completed until along in the eighties. The plan for a model town did not contemplate any particular development of surrounding property, and in fact was arranged with the special aim of confining the improvement within the limits of Pullman. It was an experiment in its way and differed in nearly every particular from manufacturing town projects. In the first place the plan did not provide for sales of houses on any terms to householders. It contemplated the construction of a small city, with factories, residences, stores, and churches, all to be rented by the owner corporation. The car company assumed many of the functions usually held by a city corporation. It furnished the residences with water, gas, and electric light. The streets of the town have never been dedicated to the public, and no plat of the town has ever been filed for record with the county authorities. To all intents and purposes the town of Pullman is still an acre tract. However much such a model town might tend to develop property interests in a given section, from the nature of things it is not particularly interesting to real estate agents. A wide belt of vacant acres was left circling the town of Pullman with the avowed purpose of discouraging outside subdivision operations. These precautions were not entirely successful, as witnessed by the remarkable growth of Kensington, Roseland, and other suburban towns directly tributary to the town of Pullman. Besides the direct development of a large territory in the Calumet basin, the success of the Pullman Palace Car Company has done much to advertise in manufacturing circles the advantages of Chicago as a successful manufacturing center and to encourage the establishment of other industrial towns on more liberal lines in the outskirts of the city.

Of the various organizations formed from time to time among Chicago real estate men the Chicago Real Estate Board has been by far the most important. In fact, it has been about the only one meriting the title. It has been a power in real estate interests. It was originally known as the Chicago Renting Agents' Association, and as the name suggests was made up of agents having charge of improved property. A call was issued early in 1883 for a meeting of real estate men favoring the organization of an agent's association. The charter members of the association formed as a result of this call were, F. A. Henshaw, C. W. Pierce, E. A. Cummings & Co., Samuel Polkey, William L. Pierce, F. C. Gibbs, Barnes & Parish, Bryan Lathrop, Bogue & Hoyt, Mead & Coe, Baird & Bradley, F. W. Elliott, D. W. Mitchell, Knight & Marshall, F. Hatheway, Ogden, Sheldon & Co., James M. Gamble, Isham & Prentice, H. A. Goodrich, John S. Trumbull, Ernst Prussing, Turner & Bond, L. R. Giddings, Griffin & Dwight, F. A. Bragg, J. C. Magill, W. D. Kerfoot & Co., E. S. Dreyer & Co., H. C. Morey, William A. Merigold, F. C. Vierling, C. H. Mulliken, Benjamin L. Pease, C. P. Silva, William Hansbrough, A. D. Hyde, T. H. Traver, R. W. Hyman, Jr., H. Rieke, A. J. Stone, E. Goodridge, E. W. Zander and Chandler & Co. Ever since its inception the efforts of the board have been directed toward the advancement of municipal reforms and public improvements and a maintenance of a high standard of business integrity among real estate agents. There is a tacit understanding that in questions of public interest the board will array itself on the side of property owners. During its first year the board went into the question of special assessments. The ordinance prohibiting the erection of livery stables, blacksmith shops or foundries in residence districts without consent of owners was secured through the efforts of the board.

In 1886 the board co-operated with the Citizens' Association in opposing a proposition to lease the Cook County abstract books to private parties. The same year the board sent a strong committee to Springfield to work in the interests of a bill providing for a rest in title. The board at an early date interested itself in the world's fair movement, and through its committee secured subscriptions to \$100,000 worth of stock. It made a determined but unsuccessful fight at Springfield for the passage of a bill providing for registration of titles under the "Torrens System." At the same assembly session, however, it was successful in its efforts to have the Alien Land law amended and in its opposition to the occupancy of certain lands along the Lake Front by the Illinois Central Railroad Company. It would be difficult to point to a question of public interest on which the Real Estate Board has not expressed itself or to an improvement in real estate methods not traceable directly to its efforts.

Somewhere between 1885 and 1890 lay Chicago's golden era of real estate activity and development. No department of legitimate improvement and investment or phase of speculation was neglected. The statement that every one had a little money for investment in Chicago or Chicago property scarcely does more than justice to the

situation. The man who had a few hundred dollars bought a lot, too often without due regard to location, and the capitalist who began to have an appreciation of the city's possibilities, picked up central business corners at figures which would have seemed ridiculous a few years before. All had paper profits and some had actual profits to their credit. A speculative value was added to everything in Cook County, and adjoining counties north and south were drawn into the current. Farms became "acre property," every outlying railroad crossing became a proposed manufacturing town, and in a single year subdivisions were laid out representing, on a low estimate, 65,000 lots. The elevated roads were projected, new suburban lines of railroad were surveyed and built and electricity was adopted on outlying street railways. Choice residence property enhanced in value, and top prices for Grand and Drexel Boulevard corners were registered. Building received great impetus. A great many houses in suburban towns were built, but the flat building became decidedly the fashion. Splendid apartment houses and family hotels were erected and millions of dollars were invested in structures of all kinds. From an average of not far from \$20,000,000 represented in permits issued for buildings, an advance was made in a single year to \$48,000,000, the next year to \$55,000,000 and the succeeding year to \$65,000,000.

These were the conditions outside of the central portion of the city, and the activity and interest which had gradually developed was intensified by the location of the world's fair. A genuine boom was inaugurated and a serious collapse was only averted by the remarkable legitimate growth of the city during the year or more over which it extended and the financial strength of a large majority of investors. No date can be fixed for the initiation of the boom of 1890 and 1891, and no date established to mark its end.

The outside development of the city during this period was phenomenal. Real estate operators found the subdivision field a profitable one ready to their hands. Subdivisions were laid out along rapid transit lines contiguous to portions already improved. This development made electric lines a necessity, and the Cicero & Proviso Road was built as the first of a number of roads on which electricity is used as a motive power. Extensions of street car lines were made feasible. The subdivider became more bold as he realized his success, and reached out into the country for property which could be bought at prices warranting considerable outlay for rapid transit service. An easy step was from this to the establishment of outside industrial centers which would form centers for subdivision operations.

The movement of manufacturers to Chicago, general business conditions, and the completion of a number of belt lines around the city, made the establishment of manufacturing towns practicable. Harvey, Chicago Heights, West Pullman and South Waukegan are fair examples of industrial towns belonging to this period where there has been marked development. Other industrial towns never passed the "proposed"

state where an option on a large body of cheap land near some railroad, and in or near Cook County, was the basis for the proposition. From 1888 to 1890 acres were the fashion. Options on farms were worth money, and were quick assets. Farm land in the townships of Worth, Thornton, Cicero and Lyons were sold over and over again before the title was passed by deed from the original owner. The boom in cheap acre tracts brought in an army of amateur real estate men, whose acquaintance with original owners was considered of more value than any technical knowledge of the business. Men in mercantile lines who, as a rule, do not favor investments outside of their business, were fascinated by the possibility of doubling the capital risked on a land speculation in a few days, and took side lines in acres miles from any railway station, and a day's journey by team from the courthouse. The Calumet region was the scene of great activity. A number of large vacant tracts held by eastern estates were sold and opened as subdivisions by their new owners. Louis F. Menage, of Minneapolis, was prominent among acre operators, buying, among other tracts, the holdings of the Morgan estate, of New York, now forming the site of West Pullman. The Calumet Electric Road was built primarily for the improvement and development of the territory extending southeast from the city to South Chicago, in which the Calumet and Chicago Canal and Dock Company had large holdings.

Point was given to the outside speculation by a series of operations of importance including the purchase of the famous Section 21 of Cicero for the Grant Locomotive Works syndicate; the big Stickney purchase with the prospects of revolution in the railway terminal system of Chicago; the purchase of a site at Waukegan by the Washburn & Moen Manufacturing Company of Massachusetts; the removal of railway shops of a number of roads to points further from the city; the purchase of a few thousand acres of land near Tolleston by the packers for the alleged purpose of establishing a new stock yards; the improvement of the South Chicago harbor and the channel of the Calumet River; the extension of industries at South Chicago, and the construction of the Elgin, Joliet & Eastern or Outer Belt Railway by Drexel, Morgan & Co.

The net results of this somewhat artificial development of outside property have been fairly satisfactory. Suburban towns have made wonderful growth; great advances have been made in securing rapid transit facilities; electric lines have been built where, under other conditions, capital could not readily be secured; and the attention of people has been directed to the acres outside the city. Railroads, such as the Chicago Central and the Blue Island branch of the Illinois Central have been built as adjuncts to real estate operations. The semi-independent industrial towns built up within the last few years, while gaining prestige from their location, are all in a sense tributary to Chicago. The promoters of these manufacturing town enterprises have been successful advertisers of the advantages of Chicago as a receiving and distributing center, and have been the means of bringing many manufacturing concerns here from the East.



Henry L. Turner

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There is nothing very formidable on the other side of the account. Speculators with options on farms have in most cases dropped them without causing original owners any serious trouble. While the fact has become impressed on holders of farms out in outlying portions of Cook County that land is only one of many elements necessary to a successful suburban residence or industrial town there is not an acre of land in Cook County which has not been enhanced in value by the real estate operations of the last few years.

The intense interest shown in Chicago and the phenomenal activity of 1890 made dealing in bogus subdivisions and lots in them possible, but as a rule such operations were promptly checked. The same conditions made what was known as syndicate operations popular. In these transactions the promoter, usually a real estate man, too often occupied the anomalous position of agent both for the seller and buyer and trusted to the confidence of the parties on one or both sides to allow him to get an independent scalp between hands. The tendency was toward dishonest methods of doing business and the amateur real estate man made all sorts of errors, which will mean ultimate expense to owners and profit to abstract men. These irregularities and errors of judgment with possibly an aftermath of law suits, however, are largely overbalanced by the benefits which accrued from Chicago's latest real estate boom.

The location of the world's fair was the occasion of sustained activity in all lines of real estate operation and this was intensified in the particular sections contiguous to the exposition grounds. When the first proposition to locate the fair in Washington Park was made public the park became a speculative storm center. Cottage Grove Avenue corners were put under contract at fabulous figures and sold two or three times in succession before the decision to utilize Jackson Park as a site was announced. The change gave a wider field for speculation, as it brought eligibility, real or supposed, to the open tracts of land south and southwest of the park, in addition to that occupied in part by Woodlawn, to the west. Stony Island Avenue occupied the same relation to Jackson Park as did Cottage Grove Avenue to the supposed site in Washington Park. Every corner for some time was the proposed site of a great projected hotel and every large open space was considered eligible for some entertainment project. A majority of the pretentious hotel schemes finally appeared as apartment houses or flats. Hundreds of flats and apartment houses were constructed to compete with each other for lodgers during the fair season, and to compete with all parts of the city afterward for tenants. The world's fair district was overbuilt to a great extent, and it will be some time before there is a proper ratio between capital invested and income earned by it. The effect of the fair on the Jackson Park district has been remarkable. Rapid transit was secured in a few months, which ordinarily would not have come through years of normal development and improvement. The combination of good railroad service and cheap rentals following the overactivity in flat building has induced an almost general movement of tenants from all parts of the city to what is still known as the world's fair district.

The great activity of the years preceding 1890 in the outlying property by no means militated against interest in down-town property. It was a period marked by star transactions, involving the investment of outside and local capital. Phenomenal advances in values were made in a few years, and records were made and broken without, however, attracting the public attention which was paid to the more showy acre operations. While the development of outlying property was checked as early as 1891 and practically stopped by the financial stringency of 1893, the conditions in the down-town district were entirely different. The Baring failure and subsequent complications sounded a halt in acre speculation. On the other hand some of the most brilliant transactions in which choice down-town building sites figured were carried through just before and just after the period of sharpest depression in 1893. In office building enterprises the projectors were able to avail themselves of the reductions in prices of material and cost of labor brought on by the lack of confidence in financial circles.

No more striking illustration of the rapid increase in values can be given than that furnished in many cases by these building operations. Structures which, on account of the comparatively short period which had elapsed since the fire, could not be considered old, and which were paying fair incomes, were torn down to be replaced with ten to sixteen-story office buildings capable of earning an income on the cost of buildings and ground. The building which originally occupied the southwest corner of Madison and Dearborn Streets was, after the fire, considered the finest office building of the city and was, for its day, of expensive construction. Its destruction was considered good policy by the syndicate which leased the corner at \$130 a square foot and erected the Hartford building in its place. Scarcely a great down-town building project has been carried through which did not involve the removal of improvements which represented thousands of dollars.

The term "modern building" in Chicago is used in a narrower sense than in most cities. Few down-town office structures built before the Rookery and Tacoma buildings were erected can lay claim to such a description without qualification.

A number of elements have contributed to the enhancement of values in the down-town district. There is, of course, the underlying element of demand with reference to supply. The development of Chicago as a great receiving and distributing point has made it a great office center and created a sharp demand for office buildings. The limits of the down-town district, however, have been circumscribed and the tendency has been toward congestion and concentration. The introduction of new building processes and the success of the Chicago Construction, as it is now termed, by which twelve to twenty-story buildings are made possible and the popular favor accorded such buildings have increased the income earning power of land.

Another element, the converse of this, is the reduction of interest rates on loans secured by property in the heart of Chicago. It is not many years since a six per cent.

rate was considered low for anything secured by realty here. In 1885 a five per cent. loan was about the best which could be secured. With the last year or two loans at four and one-half per cent. and even four per cent. on choice fees have been made. A capitalized value of a holding on a four per cent. basis is materially greater than the capitalized value of the same property on a six per cent. basis.

Still another potent factor in recent down-town development has been the growth of the long-term lease system. John D. Jennings is credited with being the father of the system in Chicago, but long-term or ninety-nine-year leases as made at present were not popular before 1885. Early leases of this character were made with a revaluation clause attachment, which in the increase of values has worked to the detriment of leases. The Commercial Bank and Chicago Opera House buildings are among the few structures laying claim to being modern which have underlying revaluation leases. The introduction of the fixed rental lease gave building companies an opportunity. With the rental absolutely established a market for leasehold bonds was found and such bonds, formerly unsalable, can now be disposed of on a fair basis without difficulty. The construction of fifteen-story buildings costing from \$500,000 to \$1,500,000 was made more feasible where the investment of as much or more in land was not required. Under the new system the investment was distributed. The capitalist who was content to take a small interest rate provided the elements of risk were eliminated took the fee. The man who was willing to take more chances at a better income rate took leasehold bonds, and in theory the speculator who banked on Chicago's future took stock.

The mercantile and office buildings which belong to the period since 1885 represent in the aggregate millions of dollars and include, in fact, most of the important structures of the city. Among them are the Tacoma, Rookery, Chamber of Commerce, Rialto, Ashland, Unity, Monadnock, Old Colony, Manhattan, Stock Exchange, Columbus, Venetian, Isabella, Field wholesale and retail, Auditorium Hotel and Annex, Northern Hotel, Schiller Theater, Title and Trust, Security, Woman's Temple, Medinah Temple, Masonic Temple, Hartford, Reliance, Champlain, New York Life Association, Marquette, Leiter and many other structures of more or less importance, all worthy representatives of Chicago's material greatness.

The construction of nearly every one of these buildings involved the purchase or lease of a lot at fancy figures and in fact but few transfers of down-town interests either by lease or sale have not been followed by important building operations.

A feature in the minor purchases of down-town property has been the supplementing of existing holdings, either by acquiring fees or leasehold interests. The Reaper block corner, at the southeast corner of Clark and Washington Streets, was supplemented by the purchase of the adjoining holding on Washington Street. The Major block corner was supplemented by the purchase of the old Young Men's Christian Association property on Madison Street. At three of the corners formed by the

intersection of Dearborn and Randolph Streets, holdings have been combined by purchases or long-term leases. The present Masonic Temple site includes the land on which half a dozen buildings originally stood. The Peck corner, Washington and La Salle Streets, 100 feet square, was not considered large enough for improvement with the new Stock Exchange building, so the Fuller property adjoining was combined with it under the terms of a ninety-nine year lease. The New York Life building covers land on which three buildings stood and the same is true of the Monadnock building, Marshall Field's new retail building, Leiter's State Street building and other large modern structures.

In the active period prior to the world's fair many new real estate agents were brought into the field. Boom operators from western towns were attached, and firms which had as a stock in trade an acquaintance with owners of farm lands in outlying towns, flourished like a green bay tree. The business in the aggregate was done by firms which had previously established themselves with owners and clients. Among the conspicuous agencies were those of William D. Kerfoot & Co., Turner & Bond, Snow & Dickinson, William A. Merigold, E. A. Cummings & Co., Fessenden & High, R. W. Hyman & Co., Dunlap, Smith & Co., J. H. Van Vlissingen & Co., Baird & Bradley, D. S. Place & Co., Cremin & Brenan, B. F. Jacobs & Co., Dennis Nelting & Co. and Bogue & Hoyt. The business of the ante-world's fair period was widely distributed among the different real estate agents of the city, and during 1889, 1890 and 1891 but few agents were not reporting sales.

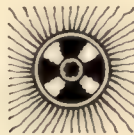
The rapid advances in down-town values, and the sharp demand for business locations in the period just prior to the world's fair, developed a new line of speculative investment. The conditions encouraged the taking of speculative leaseholds by people who had no intention of occupying any part of the premises rented, but figured on subletting at a profit. Cases could be cited where the net income to the holder of the first lease was much greater than that of the owner of the property. The financial difficulties of 1893 put a new face on the situation, and the holders of speculative leases found that their subtenants were not able to pay the fancy rents agreed on, and saw not only their paper profits wiped out but found themselves with a load of financial responsibility which seemed light when incurred. The period between 1885 and 1894 was one of big transactions of all kinds.

Aside from the sales of down-town realty holdings referred to above, the period of recent activity is marked by a number of star transactions. The Major block, at the southeast corner of La Salle and Madison Streets, covering a lot 66x135 feet in dimensions, was bought by L. J. McCormick for \$625,000. Another transfer of improved property was that of the Monon block, on Dearborn Street. It, with a twenty-five foot building adjoining it, was sold to the Thayer estate, of Boston, for \$575,000. The Title and Trust Company paid Orrington Lunt and Horace F. Waite \$525,000, or a trifle over \$48 a square foot, for the Washington Street lot on which

its building stands. A similar frontage in the same block sold as late as 1858 at \$100 a front foot. The sale of the site of the present New York Life building to Henry Phipps and others, by Granville Dodge and the Lancaster estate, was another of the recent star sales. The big purchases by the Brooks estate, and other Boston estates, were made in the main before the era of fancy prices for down-town property. They included a number of prominent Van Buren Street and Dearborn Street corners, and to their operations and those of C. C. Heisen are due in great measure the early and rapid development and improvement of South Dearborn Street.

The property occupied by the Fair figured in an important ninety-nine-year lease. The southwest corner of State and Washington Streets and the northwest corner of State and Madison Streets, occupied by the Reliance and Champlain buildings, are held under long-term leases determining valuations of \$100 a square foot or more. A valuation of \$130 a square foot was determined for the southwest corner of Madison and Dearborn Streets, now occupied by the Hartford building, while the corresponding corner of Madison Street and Fifth Avenue was leased at a basis of \$62.50 a square foot.

Beginning at the river settlement has moved southward, westward, northward. Business centers have changed, drawn from long settled points to others by growth in new directions, and by reason of the opening up of new lines of communication. Prices have risen and fallen, and yet through it all values have steadily appreciated. And the growth and appreciation have not yet reached their limit. New eras of real estate prosperity lie ahead of us, and in the greater Chicago of another century lie the possibility of a multitude of new fortunes and the solidifying of present ones.



CHAPTER II.

SKETCHES OF REAL ESTATE MEN.

Samuel E. Gross. Before taking up the work of writing briefly of the life and achievements of the man whose name appears above, it is unnecessary, by any preliminary paragraphs, to introduce him to the people of Chicago. The results of his marvelous operations are visible on every hand, and each one of thousands of substantial homes in this city and its suburbs is a monument to his enterprise and his liberality, speaking unmistakably of his public spirit and connecting his name with the permanent development and improvement of Chicago. His success is due primarily to his own natural qualities, and secondarily to his reliance on the desire of every true American to own a home.

The family of Gross has a place in American history as early as 1726. At that time Joseph Gross was a property holder in Montgomery County, Penn. His grandson, the great-grandfather of Samuel E. Gross, was an officer in the patriot army in Revolutionary times, and his commission as captain, signed by John Hancock, as governor of Pennsylvania, and bearing the date November 25, 1776, is still extant. After the independence of the colonies was established, he located in Dauphin County, Penn., and there became a land and mill owner of extensive interests. He married a Miss Sahler, of Holland-French Huguenot descent; and on her mother's side, from the old New York family of Du Bois, prominent at Kingston as early as the last half of the seventeenth century.

The father of Samuel E. Gross married Elizabeth Eberly, whose family, of German origin, has been influential in Pennsylvania since its settlement there in 1725. Their son was born on the old "Mansion Farm," upon the Susquehanna, in Dauphin County, Penn., November 11, 1843, and was brought to Illinois by his parents in 1846. The family tarried for a time in Bureau County, then located in Carroll County. Here, in the district schools and at Mount Carroll Seminary, the boy received his primary education. He was between seventeen and eighteen years old when the Civil War began. In face of the opposition of his parents, he determined to risk his life in defense of the Union, and enlisted in the Forty-first Illinois Volunteer Infantry, and went with the regiment on the campaign in Missouri. It was not long, however, before his parents brought influence to bear upon his case, which resulted in his being mustered out of the service on account of his extreme youth and sent home.



S. E. Gross

UNIVERSITY OF THE
SOUTHERN CALIFORNIA

He was sent to Whitehall Academy, in Cumberland County, Penn., and was a student there until June, 1863, when the Confederates invaded his native State. His patriotic spirit now asserted itself again, and on the 29th of that month he was commissioned first lieutenant of Company D, Twentieth Pennsylvania Cavalry, one of the youngest officers of that rank in the army. The battle of Gettysburg was fought and Lee was pursued back into Virginia, making his retreat memorable by many spirited contests. February 17, 1864, Lieut. Gross was promoted for meritorious service in battle to the captaincy of Company K of the same regiment. He participated in the battles of Piedmont, Lynchburg, Ashby's Gap and Winchester and in many other engagements, and was mustered out of the service at Cloud's Hill, Va., July 13, 1865.

He was now twenty-one, and it must be admitted that for one of his years he had much and varied experience. It must be remembered, too, that the war was a great developer of boys into men. He had been for some time considering as to a good field for business enterprise, and after carefully canvassing the advantages offered by the leading cities of the country, he finally decided to come to Chicago. Here he arrived in September, 1865, and took up the study of law, meanwhile investing some means in desirable lots, and thus began his wonderful career as a real estate operator. After pursuing a course of study at the Union College of Law, he was admitted to the bar in 1866, and at once entered upon the practice of his profession. In 1867 he built upon his lots and began to dispose of them.

His investment proved so profitable that he gradually engaged in real estate operations to the exclusion of other interests. In the winter of 1868-69 he interested himself in the establishment of the park and boulevard system for beautifying the city and was influential in pushing it to completion. At the time of the great fire of 1871 Mr. Gross secured as many of his valuable books and papers as he could, and throwing himself into a rowboat pulled out from shore and stowed the documents temporarily in a tug. After the subsidence of the conflagration he sought out the place where his office had been, and, establishing himself as best he could among the smoking debris, resumed business with a spirit and energy that marked him as one of the coolest headed men of that time of ruin and excitement.

During the period of business depression, 1873-79, he devoted himself to literary pursuits, to the study of politics and to scientific questions, meanwhile designing some valuable mathematical instruments and patenting several inventions relating to street paving and to maps.

When a revival of business came, Mr. Gross determined upon the operations in realty which have since made him famous as the greatest subdivision man in the world. In 1882 he began on the northern boundary of the city and laid out what eventuated in the flourishing village of Gross Park, changing this locality in one decade from a cabbage patch to a suburb of 5,000 inhabitants. In 1883 he entered upon the work of building homes for people of moderate means, securing a small

cash payment and permitting the purchaser to pay him the balance in small monthly installments, and when the payment was complete giving the purchaser a deed to the property. The system was new to Chicago and at once met with such great favor that Mr. Gross built and sold 300 houses the first year. As an indication of how the business increased, it may be said that during the next two years he built and sold 3,000 houses.

His plan was to build up districts hitherto unimproved, which, if left to individual building, would have remained undeveloped, and in this way he established a number of villages which are now solidly built-up portions of the city itself. He purchases the land, lays out streets and parks and makes useful and ornamental improvements, erects railway stations and public buildings, as well as houses substantial and attractive, sells lots at a moderate price to people who will build, and when necessary advances them money with which to meet the expense of building. Notwithstanding his transactions reach far into the millions and involve thousands of individuals of almost every condition, it is claimed that his policy has been so lenient that he has never in any case foreclosed a mortgage or otherwise distressed a client.

In 1886 he founded the town of Brookdale, on the Illinois Central Railway, and opened Under-the-Linden, northwest of the city, one of the largest suburban ventures ever undertaken. In 1887 he platted the villages of Calumet Heights and Dauphin Park, improved a forty-acre subdivision at Ashland Avenue and Forty-seventh Street, improved a large district near Humboldt Park and erected more than 300 houses near Archer Avenue and Thirty-ninth Street. In 1889 the "Magnetic town" of Grossdale, one of his most successful ventures, was located on the Chicago, Burlington & Quincy Railroad, a mile west of Riverside, where a prairie farm of 500 acres has been transformed into a beautiful city with churches, theater and other public buildings and fine residences.

Among Mr. Gross' later operations has been that on the line of the Chicago, Burlington & Quincy Railroad, which resulted in Hollywood, a beautiful place of homes, lying between the two branches of the Desplaines River, bounded immediately upon the east by the magnificent suburban town of Riverside, and on the west by the extensive improvements of Grossdale, above mentioned. From time immemorial Hollywood had seen comparatively little change. The maize fields of the red man had simply become the corn fields of the white man. In the autumn of 1893, however, Mr. Gross visited the spot. Hardly had he done so before his surveyors were running their lines across cornfield and stream. One-half the town was sold by him in the first five months of its existence; depots, houses, stores, hotels and public buildings have been erected, boulevards created and brilliantly lighted, and parks set blooming with thousands of flowering plants. A beautiful city will soon cover the spot.

Argyle Park, Madison Street, Southwest, Highview, Monroe Street and other subdivisions, and Northwest, Oak Park, and other additions, all speak most eloquently

of Mr. Gross' enterprise and liberality to homeseekers. Many years of experience enables him to select property that under his system meets with rapid sale. He chooses property on or near important thoroughfares leading to the center of the city and in localities that are being or may be rapidly improved. In deciding upon sites for town building, he makes a special feature of transportation facilities to and from the business and working centers of the city. Mr. Gross is now the owner of nearly 200 subdivisions in various parts of the city, containing some 30,000 lots, and his fortune is estimated at from \$4,000,000 to \$5,000,000.

Notwithstanding he is known as a multi-millionaire, Mr. Gross' dealings have been of so liberal and considerate a character that he is regarded as the people's friend, as was evidenced in 1889 when the United Workingmen's societies nominated him to the mayoralty, an honor which the exacting demands of his private business compelled him to decline. His social popularity is indicated by his membership of the Chicago, Union, Athletic, Iroquois, Marquette and Washington Park Clubs. He keeps fresh the experience of his boyish soldier life by membership of the Chicago Union Veteran Club, U. S. Grant Post, No. 28, G. A. R., the Western Society of the Army of the Potomac and the Illinois Society of the Sons of the American Revolution, and he has been elected the first captain of that organization's military company, the Chicago Continental Guard.

Busy as has been his life, Mr. Gross is essentially a student, not alone of books, but of men, of measures and of civilization. His travels have been extensive. In 1886 he made a four-months' tour of Europe, during which he inquired minutely into methods of building and municipal development. In 1889 he visited Mexico and the Pacific seaboard cities, and later in the year made a second visit to Europe, devoting much attention to the Paris Exposition. In 1892 he again visited the principal European cities and extended his travels to the Orient. As an indication of how wide is his reputation as a successful handler of extensive real estate interests, it may be stated that, while he was in Mexico and also while he was in Europe, flattering offers were made to him to undertake mammoth enterprises in the work of development in these countries, which his devotion to Chicago and her development impelled him to decline. His part in furthering the interests of the Columbian Exposition was an important one.

Mr. Gross was married in January, 1874, to Miss Emily Brown, a descendant of an old English family, and resides in a commodious home upon the beautiful Lake Shore drive.

Col. Henry Lathrop Turner. Some men seem born to command, and multitudes of others as naturally turn to them for direction and leadership. Call it personal magnetism, if you will; explain it as great will power and self-control; describe it as chivalrous and unselfish love of one's fellow-men; or ascribe it to that mental capacity for organization and administration which sees and knows men as well collectively as

it does by individuals; but whatever it is, it is such a rare quality and so highly-prized that men easily recognize it and exclaim: "Here is the man whom we delight to honor!" Such a man is the distinguished Col. Henry L. Turner, the beloved and admired commander of Chicago's proud First Regiment Illinois National Guard.

Not the least of the glories of the Puritan, the Abolitionist and all those earnest souls, whose deep undertone of religious enthusiasm has accomplished so much in the foundations of society, is the noble products they have made among the leaders of commerce, science and war, statesmanship, arts and letters in the generation which followed them. Allied to these movements, both in its deep earnestness and its results in becoming the public conscience over large parts of New York and Ohio, particularly, was the revival movement during the middle of this century, led by the eminent evangelist, Charles Grandison Finney. Probably no outgrowth of this wide movement was more permanent and far-reaching than its founding of the present great Congregational school of Ohio, Oberlin College, which has long ranked with Ann Arbor, Harvard and Yale, and was the first institution to put in practice the Abolitionists' claim to equality of races by admitting freedmen to full matriculation. Those were the days when the term Abolitionist was a despised one, and it took far more moral heroism to stand as supporters of Oberlin College than appears at this distance of time, and among those supporters and residents were the parents of Col. Turner.

Born on August 26, 1845, in that classic center, amidst a spirit as chivalrous as ever prompted the Crusades, and as earnest as that of the Puritans or Huguenots, Henry L. Turner grew into youth, sympathetic with its atmosphere and at an early age entered upon the course of liberal arts in the college. It was but natural that the on-coming Civil War should fan into a flame of intense heat the patriotic and chivalrous fervor of the youth of such an institution and particularly such a high-spirited one as the popular young college leader, Henry L. Turner. Not yet out of his teens when he received his degree, he at once enlisted in the One Hundred and Fiftieth Volunteer Infantry Regiment and became first lieutenant. Soon after, when it was decided to form colored regiments, it was but natural that the able young commander from Oberlin, fired with the spirit of her traditions, should be sought as an officer in this branch of the service, and he became first lieutenant and adjutant in the Fifth United States Colored Troops. Although Lieut. Turner escaped serious wounds he was in many heavy engagements, such as Fort Stevens, the siege of Richmond, the second battle of Fair Oaks, the attack on Fort Fisher under Gen. Butler, the capture of Fort Fisher, under Gen. Terry, the capture of Wilmington, and the surrender of Gen. Joseph E. Johnston. In all of these positions of responsibility it must be remembered that the brilliant young lieutenant was not yet twenty years old and had barely reached that age when the war closed.

The next eight years following 1865 were spent in both Chicago and Philadelphia.

Young Turner had in him the qualities that make a vivid, forceful writer and the executive powers that make a publisher. He was given a position in the business office of the well-known Congregational weekly of Chicago, *The Advance*. Securing an appointment in the great Philadelphia house of Jay Cook & Co. he removed to that city, remaining there until their failure in the panic of 1873.

Returning to Chicago he took his old position on *The Advance*, and after a time purchased the paper, conducting it for the period of about two years with success as both writer and publisher. Indeed, Col. Turner has always retained an interest in publishing and writing in some form, and in recent years has been the president of a large subscription book house, The Western Publishing Company.

His renewed citizenship in Chicago, in 1873, came, as it will be remembered, but two years after the great fire, when interest in real estate was assuming remarkable proportions. Col. Turner had already embarked in it before he disposed of *The Advance*. This was as an agent in 1874, but he soon joined his brother-in-law, Mr. Marsh, in the firm of Turner & Marsh, a firm that was soon dissolved by Mr. Marsh's acceptance of an important mission to Europe. In May, 1875, however, a partnership was formed with William A. Bond, and for the next nearly twenty years the firm of Turner & Bond were among the first real estate houses in Chicago. The sale of the 102 Washington Street property to the Cook County Title and Trust Company in 1892 was their largest down-town transfer of that year.

In recent years, however, Mr. Turner has withdrawn from this firm in order to effect one for the conduct of banking, real estate and loans, under the title Henry L. Turner & Co., the present well-known institution. His activity and ability in these lines were recognized by the powerful Real Estate Board of Chicago in 1888 by his election to its presidency.

Col. Turner is a versatile, many-sided man in his interests and tastes, but among them all his enthusiasm for the movement that has crystallized in the formation of our National Guard has been best known to the public. His genius for organization and military management has long been a very considerable force in this movement in Chicago. His long service as lieutenant-colonel of the First Regiment I. N. G. of Chicago, contributed in no small degree to its efficiency and growth, and this was recognized by his election to the colonelcy, a position in which he has brought the organization to the highest grade of efficiency ever known in its history, and carried it through its struggles for the fine new armory in which it is now established. Not less is he distinguished in the handling of his troops on occasions of serious emergencies, such as he was called on to manage in the Pullman troubles of 1894, and the great sympathetic strike of the railway union. At a time when a misstep would have aroused and fanned into a destructive conflagration of treason the smoldering fires of alien hate, anarchy and vengeful war at Pullman, the remarkable wisdom, tact and patience of Col. Turner, combined with an equally keen caution and inflexible firm-

ness, served more than probably any one cause to contribute to the comparatively peaceful solution of that problem. As is to be expected, the Colonel is also a member of the Loyal Legion.

Among his many other talents is that of public speaking, and particularly is he endowed with that happy combination of qualities that go to make up the sparkling post-prandial orator. As a writer, too, he is warm, vivid and light in his touch, and easily conveys through his facile pen the influence of those genial qualities which are so well known in his personal presence. The reader will have opportunity to enjoy some of his style by turning to the chapter on Real Estate, in the present volume, which is a product of his pen. His interest in all public affairs, and those of social and club life, includes a warm attachment for educational matters, in connection with which he has served as a trustee of Oberlin College, his *alma mater*.

The little sprite of the bow and arrow did not capture the First Regiment's commander until recently. October 17, 1894, was a gala day for the members of this organization, for they joined in making the nuptials of Col. Turner and his bride, Miss Jessamine Mabrey, one of the most notable weddings of the season, and the first military ceremony in many years. Mrs. Turner is one of the fair daughters of North Carolina, her mother being Mrs. Harriet Mabrey, now of Chicago, but formerly of Fayetteville, that State. The beautiful service was performed by the Rev. Percival McIntyre, of St. James Episcopal Church. Colonel and Mrs. Turner have their home at the Majestic on Walton Place.

Albert Lyman Coe. Rev. David Lyman Coe, having been graduated from Williams College (Massachusetts), came to Ohio in 1818, and located on the Western Reserve. There he met and married Polly Hayes, on the paternal side of the same ancestry as the late President Hayes. Their son, Albert L. Coe, of Chicago, was born at Talmage, Ohio, some thirty-five miles southeast of Cleveland.

Polly Hayes was a daughter of Col. Richard Hayes, who led a colony out to Ohio, from Hartland, Conn. This colony, which included about a dozen families, located at Hartford, Trumbull County, which town, with others surrounding it, they named after the various New England towns from which they came. Between 1804 (for it was in the spring of that year that Col. Hayes first located in Ohio) and 1812 he witnessed considerable development, yet at the latter date the country was but sparsely settled. Yet Col. Hayes recruited a regiment of infantry in the region round about, and commanded it during that war.

His prominence gave him a good opportunity for advancement in the period of development immediately following the war, and he became a wealthy merchant, mill owner and stage proprietor with an interest in other important enterprises. At his death, in 1840, he left a considerable fortune for that time. Rev. Mr. Coe died in 1836 and in 1838 his widow married Dr. Oresty K. Hawley, a noted Abolitionist and warm personal friend of Joshua R. Giddings and Ben Wade.



Yours Truly
Albert L. Love

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University of Chicago

The home of the family was a station on the Underground Railway, and at the age of nine young Coe became a conductor on that historic line. He was a fearless lad, who cared little for the threats of pro-slavery men and was cool-headed enough to make a success of a hazardous enterprise, and during the succeeding five years he carried many a wagon load of runaway slaves to different points on Lake Erie in the vicinity of Ashtabula, and secured for them passage to the Canadian shore. These trips were most often made at night, and in many ways tested the youth's resources and boldness.

At the age of seventeen Albert completed his education, which had been begun in the district school and continued at the academy at Painesville and at Grand River Institute at Austinburg, and was ready to engage in business. He came to Chicago in 1853, seeking and finding here a wider field for enterprise than was afforded him in Ohio. In February, 1854, he engaged in the coal and fuel business under the firm name of T. R. Clarke & Co., with Thomas R. Clarke and Benjamin Carpenter as partners. Upon the retirement of Mr. Clarke, three years later, the style was changed to Coe & Carpenter. Mr. Carpenter was largely interested in Chicago real estate and in connection with its trade in coal the firm transacted considerable real estate business during the period 1856-61.

The patriotic spirit which so early manifested itself in young Coe was again aroused when the war of the States began, and in September, 1861, as soon as he could arrange his business to that end, he enlisted in the Fifty-first Illinois Volunteer Infantry, which was recruited wholly in Chicago, and was speedily promoted to the rank of second lieutenant of Company K, and later became first lieutenant of the same company.

He was under Gens. Pope, Rosecrans, Sheridan, Thomas, Grant and Sherman, and was detached for service at the headquarters of the First Brigade, Fourteenth Army Corps, and of the Second Division of the same corps. He received a captain's commission, but was never regularly mustered in that rank owing to the continued operations in the field of the Fourteenth Corps. He participated in the capture of Island No. 10, was at Pittsburg Landing, the siege of Corinth, was in the campaigns from Nashville to Chattanooga, took part in the battle of Missionary Ridge, and was in the Atlanta campaign. He was mustered out of the service at Springfield, Ill., in November, 1865.

Later he helped to organize the Illinois National Guard, and from 1875 to 1880 served as major and quartermaster on the staff of Gen. Arthur C. Ducat. He was on duty during the riots in Chicago in 1877.

Mr. Coe's experience in real estate enterprise before the war, in which he executed several commissions for eastern friends with much success, had led him to determine that when he resumed business it should be in that line. On the 1st of January, 1867, the firm of Mead & Coe began business. The partners were, and are, until recently,

Aaron B. Mead and Albert L. Coe. During the more than twenty-seven years' career of this firm, it has handled financial values running so far into the millions, that could the aggregate be stated, it would be little short of startling. Its clientage is extensive and the volume of its business is surpassed by that of few other firms in the city.

Mr. Coe's interest in Chicago and its leading institutions is very comprehensive. He has, since the year of its organization, been a director in the Auditorium Company, was one of the incorporators and is president of the Royal Trust Company, was one of the organizers and has been a director and vice-president of the Union League Club, is an active member of the Citizens' League, is a director and was for five years treasurer of the City Missionary Society, has been for a number of years a trustee and is vice-president of the board of trustees of the Young Men's Christian Association of Chicago, and is a member of the Loyal Legion, and of George H. Thomas Post, G. A. R.

In politics Mr. Coe is a Republican. He has been identified with the New England Congregational Church since the month of its organization in 1853, and has been an attendant upon its services and a liberal supporter of its various interests since July, 1853. In March, 1864, he married Miss Charlotte E. Woodward, daughter of Joseph Woodward, a prominent merchant of Mansfield, Conn.

Aaron Benedict Mead, of Chicago, was born in the town of Franklinville, Cattaraugus County, N. Y., November 7, 1838, a son of Merlin and Polly (Clark) Mead. His father, an enterprising farmer, was one of the pioneers in that part of the State, and helped to organize the Presbyterian Church in his vicinity, of which he was an elder for fifty years, and, being a true blue Abolitionist, made his house an important station on the famous "Underground Railway," and as such it came to be known far and wide. In such a home, devoted to religion and liberty, young Mead was reared, assisting in the farm duties and attending the district schools and the local academy until he was seventeen years of age, when by invitation of an uncle he went to Waterbury, Conn., and entered the high school of that town, standing No. 1 in his class. Upon leaving school he became a clerk in a dry goods store in Waterbury at the not very munificent salary of \$176 a year, out of which he managed to live decently, but with such economy that at the end of the year he had saved \$25.

The failure of the firm by which he had been employed threw him out of employment and he turned from the dry goods trade, left Waterbury and was employed in a large crockery store in Hartford until the outbreak of the Civil War. On May 22, 1861, he enlisted in Company A, Fourth Regiment Connecticut Volunteer Infantry, which afterward was changed to the First Connecticut Heavy Artillery. The original enlistment for three months was changed to three years' service, the Government having all the three months' men it required, and this regiment was the first one filled, equipped and accepted for three years' service. Mr. Mead was with the regiment stationed in the forts around Washington when he contracted pneumonia and was discharged from the service April 30, 1862, on account of disability.



Yours Truly
A. B. Mead

Library
of the
University of London

After he was sufficiently recovered from his illness to engage in any active business, he entered the real estate office of his uncle, Abner L. Ely, who at that time had probably the largest real estate agency in the city of New York, and there gained a thorough knowledge of the various details connected with the transfer and sale of real property. In January, 1867, he removed to Chicago, which, as he correctly judged, even then gave unequivocal promise of a bright future in that line, and immediately opened a real estate office. His first fee was \$2, paid him for drawing up a contract for the sale of a farm. The disposition he made of this first small fee may be by some considered a little strange, yet it is easily explained in the light of events with which this sketch has had to deal. Mr. Mead's father had given of his means and had in every way used his influence to further the cause of abolition of human bondage in America. Mr. Mead had himself risked his life in the same cause. Fisk University, conceived and brought into existence at Nashville, in the very heart of the old slave territory, to educate the negro, now that freedom was assured to him, was struggling against odds for a foothold, and to this the young man donated the first money received by him after beginning business on his own account.

In January, 1868, Mr. Mead formed a partnership with Albert L. Coe, which has continued to the present day, being at this time, it is believed, the oldest real estate concern in Chicago, and one of the most successful and flourishing, its advance having kept pace with the growth of the city from the first, its clientele having been of the most substantial character, including many of the wealthiest and most prominent property owners in the city, among whom no real estate house has ever had a higher reputation than that of Mead & Coe.

Following out his inherited proclivities, Mr. Mead is politically an ardent Republican, and he keeps in touch with others who were soldiers in the days of 1861-64 by membership in the George H. Thomas Post No. 5, G. A. R. He is a member and a deacon of the First Congregational Church, and treasurer of the Illinois Home Missionary Society, and a trustee of the Illinois College at Jacksonville. He was married in September, 1868, to Miss Mary E. Packard, who has borne him five children, three of whom are now living. Of medium height, dark complexioned, with full beard, Mr. Mead is genial in manner and of a most generous disposition. An energetic and enterprising business man, he is recognized not only as a public-spirited citizen, but as one of those who have contributed largely to build up the reputation which to-day Chicago so ably sustains in the eyes of all civilization.

William A. Bond, of the real estate firm of William A. Bond & Co., 115 Dearborn Street, has for many years occupied a prominent position among the men who have made Chicago the synonym for all that is enterprising and progressive, and it is a source of pleasure and pride to him that he has been able to take an important place in the upbuilding of the city and the advancement of its greatness.

Mr. Bond may be regarded as almost a native Chicagoan, as he has lived here

since he was five years of age. He was born in Newark, N. J., November 15, 1849, and hence is now in the prime of life. His early education was received in the public schools of Chicago. After preparing for high school here, he went to Warrenville, and subsequently to Lake Forest, Ill., to take academic and collegiate courses. He is a scholar and has devoted many years to the study of the French language. After completing his education, he entered the employ of Hurlbut & Edsall, successors to J. H. Reed & Co., at that time the largest wholesale drug house in the West, and at the age of eighteen held the responsible position of head book-keeper. Mr. Bond remained with this house about three years, but at the expiration of that period, and just after attaining his majority, launched out into the real estate business, with his office at No. 123 Dearborn Street, a few doors south of his present location. Here he remained until the great fire of 1871, when his office was destroyed. Without delay, however, he re-established himself, and speedily became known as a prosperous and rising real estate broker. Close attention to business during this period made a rest desirable, and in 1874 he spent nearly a year in Europe in study and travel. America, however, has been the favorite field of his travels, and he has made frequent trips to Alaska, Vancouver, Yellowstone Park, the Dakotas, and other parts of the country. During his stay in London Mr. Bond married Miss Sarah B. Fisher, daughter of Lucius G. Fisher, a prominent business man of Chicago.

On his return to Chicago he formed a partnership with Col. Henry L. Turner, under the style of Turner & Bond. The business ventures of the firm were very successful, and it soon took a prominent place as one of the conservative, and at the same time most progressive and most favorably known representative of the real estate fraternity. This partnership existed for seventeen years, when, in 1892, Mr. Bond bought out Col. Turner's interest, since which time the style of the firm has been William A. Bond & Co.

Mr. Bond has been closely identified with the growth and upbuilding of the city, having erected and sold hundreds of residences, apartment houses and business blocks in all parts of the city. He has made a specialty of the care and development of estates, and for years has had the personal management of the large estate of the late Hon. David Davis, building upon, renting and selling the property. This estate still owns a quarter of a mile of frontage on Thirty-first Street, in the heart of the South Side. Normal Park owes its name and early development to Mr. Bond. He has negotiated some of the largest transactions in the history of Chicago real estate, among which may be mentioned the sale of the building and ground where the Chicago Title and Trust Company's building now stands, for \$525,000. Mr. Bond was one of the charter members of the Chicago Real Estate Board, and has always been most active in the management of the board, having served on its most important committees. As evidence of the esteem in which he is held by the best men in his chosen profession, may be mentioned the fact that he was the unanimous choice of his



William A. Bond.
1893.

fellow members for president of the board, and served as such for the world's fair year. During his term of office he went to Springfield to take charge of the promotion of the Torrens bill for the registration of land titles, before the Legislature. Seven weeks of hard work were spent by him in the interest of the passage of that measure. It was defeated for the time being, but only by seven votes. While at Springfield he battled successfully against the repeal of the law requiring the consent of the property owners to the laying of street railways, by which the street car corporations sought to gain control of Chicago's streets. Through his efforts in the board, an improved method of conducting judicial sales of real estate has been introduced, so that much greater publicity is given to them than heretofore. In the organization of ward improvement clubs, in securing the protection of bridge approaches and grade crossings, and in every other way in which the interests of the public could be advanced through the action of the board, Mr. Bond has contributed largely.

Mr. Bond is a member of the Union League Club, and for three years has been one of its board of managers. He is a famous hunter and a member of the Hennepin Shooting Club. He has been president of the Revenue Reform League, and is now vice-president of the Western Publishing House. Mr. Bond resides at No. 4025 Drexel Boulevard, and he and his family are regular attendants at the South Congregational Church. Versatile, genial and whole-souled, he is popular in business or social gatherings, and is in all respects a public-spirited and representative Chicago citizen.

Edgar M. Snow. A great master in any line of activity appears always to carry about with him some quality that seems to infuse into those that associate with him in that work something of his own greatness and power. Certain it is, that about every prominent leader in any occupation there are always to be found younger men of great ability who, if indeed they do not surpass him in later years, as is often the case, do stand in the front rank. This infusion of his enthusiasm and methods is not the real explanation, however. The true cause lies in the fact that it takes a man of large calibre to understand one of great qualities, and in consequence the younger men of this character are attracted to a great leader as steel is drawn to a magnet.

Such a leader was the late Henry C. Morey, the honored and superior member of the Real Estate Board of Chicago, of which he was its first president, and such was his young protege of those days, the present well-known head of the house of Edgar M. Snow & Co.

The Snow family are old New England stock, dating back to 1620 on the paternal line, and for an almost equally long period on the other side. The family comes mainly from the commonwealth of Massachusetts. Rev. Porter Howard Snow, the father of the subject of this sketch, was a native of Ware, Mass., born March 28, 1814. His mother was Alice Alden, who was directly descended from John Alden, who is said to have been the first man from the "Mayflower" to step upon Plymouth Rock,

and who has been immortalized by Longfellow in his "Courtship of Miles Standish." Rev. Mr. Snow became a member of the Presbyterian Church, a denomination in which he spent the greater portion of his life as a clergyman. He died at Hinsdale, Ill., December 11, 1889. His wife was born at Hatfield, Mass., on May 2, 1826, as Miss Asenath F. Leonard.

It was while Rev. Snow's family was at Whately, in Franklin, a county of western Massachusetts, that their son, Edgar Morton, was born, September 16, 1856. During the following year they removed to Geneseo, Ill., and later located in Madison, Wis., where the mother died December 5, 1863. In April, 1864, Edgar and an older brother were placed in the seminary of the late Rev. R. K. Todd, at Woodstock, Ill., and in 1865 two other sons were sent to the same school. Five years later Rev. Snow removed to Chicago, and in 1872, after eight years in the Woodstock seminary, his son Edgar followed him.

There is a prevailing opinion among the thoughtless part of the public that financial operations do not have to be learned. Young Snow knew otherwise, and determined to be thoroughly educated in that line. In December, 1873, he entered the real estate office of James H. Keeler, and from that time until April, 1876, he devoted himself thoroughly to what might be called his preliminary course. It was at the latter date that he entered the employ of the late Henry C. Morey, and for five years gave such vigorous attention to the mysteries of real estate, loans and renting under Mr. Morey's able direction, that on the first day of the year 1881 he became a member of the firm of H. C. Morey & Co.

This was rapid rising for a young man of but twenty-five years, but his successes in active business for himself surpassed this. On May 1, 1884, he formed the new firm of Snow & Dickinson, with Theodore G. Dickinson, and their business made such rapid strides that at the end of six years their sales for a single year had reached the princely proportions of upward of \$5,000,000 in real estate alone, and embraced several choice and valuable central business properties, among them being the Major block, southeast corner La Salle and Madison Streets, at \$625,000; "The Times" property, northwest corner Washington Street and Fifth Avenue, at \$365,000; 212 and 214 Monroe Street, at \$170,000; 207 and 209 Madison Street, at \$110,000; southeast corner Franklin Street and Charles Place, at \$125,000; 216 and 218 Monroe Street, at \$145,000; 84 and 86 Randolph Street, at \$92,500, and 183 Washington Street at \$60,000. In addition the firm did a very large mortgage and renting business.

Meantime, Messrs. John T. Donlan and Robert C. Butzow had been associated with Mr. Snow, and when, November 1, 1892, Mr. Snow organized the firm of Edgar M. Snow & Co., these young men were taken into the partnership. Among other features, the new firm sought to give greater attention to placing high-class loans at low rates of interest, as well as to do a large mortgage business at current rates of interest. At their well-appointed offices on the main floor of 88 La Salle Street, these



Edgar M. Snow

plans have been carried out with their proverbial success. Mr. Snow's firm succeeded in placing the first real estate loan ever made in Chicago at so low a rate as four and one-half per cent.; this was for \$75,000 on the realty at the northwest corner of Washington Street and Fifth Avenue. This they surpassed in June, 1894, by placing the first loan upon Chicago real estate security at as low a rate as four and one-fourth per cent., being the loan of \$140,000 on the property of the Stewart heirs at the northwest corner of State and Washington Streets. The latest effort of this firm is the lowering, in September, 1894, for the first time, of the West Side record below five per cent. This was a \$10,000 loan on the property No. 177 West Madison Street, at four and three-fourths per cent. Quite different is this from the rate of ten per cent., with five per cent. commission, which prevailed but little more than a decade ago. Mr. Snow is regarded as one of the best experts in Chicago as to its real estate values, and his services as an appraiser are much sought after by those wishing reliable and accurate estimates of the value of their holdings. The firm has a very large real estate and renting business, and is one of the first in the city in all its departments. A specialty is made by them in the care and management of property for non-residents.

Mr. Snow has been a member of the Chicago Real Estate Board from its organization. He served as its secretary in 1886, and has at other times been chairman of several of its important standing and special committees. Messrs. Donlan and Butzow are also members of the Real Estate Board. The firm is the Chicago correspondent for the old mortgage house of John Jeffries & Sons, of Boston. They are also members of the Chicago Underwriters' Association. Mr. Snow's success and his commanding position in the real estate world, have been due not more to his twenty-one years of thorough familiarity with the principles and details of finance and realty, than to his alert and aggressive spirit of enterprise, which has made him a master in his department. This is said, too, of a comparatively young man, one who has not yet passed his fourth decade, so that the bulk of his career still lies before him.

Mr. Snow is a Republican in his political inclinations, and he and Mrs. Snow are members of the Leavitt Street Congregational Church on the West Side, a part of the city in which they made their home until 1892, when they removed to the beautiful north shore suburb of Highland Park. Mrs. Snow was Miss Florence L., the daughter of Mary W. Weaver and the late John J. Weaver, old residents of Carlisle, Penn. Mr. and Mrs. Snow have one daughter, Miss Aline Asenath Snow.

Chancellor L. Jenks. One of the most conspicuous names on the extensive roll of Chicago's real estate operators is that of Chancellor L. Jenks. For forty years he has been recognized as one of our shrewdest and most successful investors, and his judgment upon values has always been accorded the highest consideration. He was born in Warren, Bradford County, Penn., January 29, 1828, and is one of a large family of children born to Livingston and Sarah (Buffington) Jenks, the former a native of Rhode Island, and the latter of New York. Caleb Jenks, father of Livingston, also a

native of Rhode Island (which State was the cradle of the Jenks family in America) was born in Providence in 1750, and was the grandson of Col. Joseph Jenckes, one of most prominent men in the Rhode Island Colony and its governor for four successive terms. Gov. Jenckes' father and grandfather were also conspicuous figures in early American history, occupying high places among those who labored to lay the foundation of the future republic. It is not within the scope of this sketch to recount the important services rendered by these and other ancestors of Mr. Jenks. During the earlier colonial period the family was prominent throughout New England, and furnished many eminent citizens for responsible and official positions, and many distinguished soldiers for the colonial wars and for the Revolution. In recent years descendants of the family have become widely known in various lines of thought and industry. Caleb Jenks, the grandfather of the subject of this sketch, was one of the ablest surveyors and mathematicians of his day, and ran the first Government line over a large part of western New York and Pennsylvania during the administration of George Washington. Livingston Jenks, the father of Chancellor L. Jenks, came with his large family to La Salle County, Ill., in 1836, and located in the village of Vermillionville. Here he combined, for more than thirty years, the several vocations of farmer, merchant and lawyer, until his death in 1863 closed a life of usefulness and honor. His wife, a woman of more than ordinary force of character and integrity of purpose, survived him but three years.

Chancellor L. Jenks was reared to manhood in La Salle County, assisting his father in his varied occupations. He taught school at Ottawa in 1849 and 1850, but his active mind yearned for a larger field of labor, and in 1851 he came to Chicago, and began the study of law in the office of Calvin DeWolf, at the southeast corner of Clark and Randolph Streets. The following year he was admitted to the bar. His success was instantaneous. His tremendous activity of mind, his fertility of resource, and the power he possessed of instantly comprehending the salient features of a case, aided by a reputation for "good luck" that he early acquired, attracted a large clientage. In the conduct of his law business he displayed the same indomitable zeal and determination and fearless self-reliance that afterward marked his operations in the real estate market. He was an untiring worker, and a firm believer in the policy of "keeping everlastingly at it."

On May 6, 1855, he was united in marriage to Miss Pamella M. Hoisington, a lady of unusual refinement and intelligence, with whom he lived happily until her death, April 5, 1890. She was the daughter of Jasper A. Hoisington, whom all early residents of Chicago will recall with pleasure and who is still living at Oakland, Cal., enjoying, at the age of ninety-three, the fruits of a well-spent life.

Mr. Jenks became early impressed that Chicago was to have a great future, and that careful investments in realty would prove remunerative. Acting upon that impression he devoted his spare earnings to the purchase of inside property, thus gradually



Chancellor L. Jenks

acquiring holdings in many parts of the city. He continued in the practice of his profession for fifteen years, until in 1867 his realty interests had become so large and valuable that he was compelled to relinquish his law practice, and devote his whole time to their management. On the fateful 9th of October, 1871, his career of prosperity suffered a violent but, happily, only a temporary check, thirty-three of his buildings vanished in smoke. Again in 1874 twenty-one buildings owned by Mr. Jenks were burned. But, like thousands of his energetic fellow-citizens, he weathered the storm and is now able to see that what he considered at that time to be the greatest financial disasters of his life merely cleared the ground for the solid foundation of a more enduring and genuine success.

Since giving up the practice of law, Mr. Jenks has been engaged wholly in buying, selling, renting, exchanging and managing his own property and no other. His most valuable Chicago holdings are on East Washington, East Madison, Clark and State Streets. He has not confined his operations wholly to this city, but has from time to time invested in property at Evanston, Glencoe, Englewood, Hyde Park and San Diego, Cal.

His home was in Chicago until about 1869, when he removed to Glencoe, remaining there five years; afterward he resided in Evanston for ten years, when he served four years as a member of the board of trustees. Recently he has made his home in Chicago, spending the winter months in San Diego.

In politics he is and always has been a staunch Republican. At an early age he became an Abolitionist, while yet at his father's home in La Salle County, and frequently assisted his father in transporting fugitive slaves from one underground station to another. After removing to Chicago he took an active part in all anti-slavery movements, and in August, 1860, was the main actor in one of the most exciting incidents in the history of the iniquitous fugitive slave law. One day when on his way to his office he saw at the corner of Clark and Van Buren Streets a runaway slave, Eliza Grayson by name, struggling in the clutch of her master, Stephen F. Knuckles (then a representative at Washington of Utah Territory) and Jack Newsome, a commissioner under the Fugitive Slave Law. Mr. Jenks' sympathies were at once aroused and he flew to her assistance. He and Jack Newsome and the slave holder were soon rolling over each other in the gutter. At this critical moment several police officers appeared on the scene and took the entire party into custody. They were conveyed at once to the old armory at the corner of Adams and Franklin Streets. Eliza Grayson alone was locked up, the others allowed to go on their own recognizance. Mr. Jenks proceeded without delay to carry out his plan for the escape of the fugitive. Although 10 o'clock in the evening he awakened Calvin De Wolf, justice of the peace, and swore out a warrant charging Eliza Grayson with disorderly conduct. Immediately the warrant was placed in the hands of George Anderson, deputy sheriff, whom many residents of Chicago will remember. Anderson proceeded at once to the jail

to serve the warrant and the girl was given into his custody. Meanwhile Mr. Jenks had made known the conditions of affairs to a number of colored residents of the city and their friends, and when George Anderson attempted to take his prisoner to the office of Calvin De Wolf he found himself in the midst of a yelling, angry mob of several hundred persons, who closed about him demanding the release of the fugitive. Anderson, who was in the plot, did not make a very sturdy resistance, and when the crowd dispersed Eliza Grayson had disappeared. Before morning she was far on her way to Canada and freedom. The Federal grand jury was sitting at the time, and immediately returned indictments against Mr. Jenks, Calvin De Wolf and George Anderson charging them with violating the Fugitive Slave Law. In some way the attention of the President of the United States was attracted to the affair, and when he saw that one of the parties to the "crime" was Chancellor L. Jenks, he made the somewhat natural mistake of supposing him to be a judge of one of the State courts on the chancery side. So indignant was he at this instance of open violation of a cherished United States statute, that he immediately dispatched to the acting United States attorney at Chicago the following message: "Prosecute 'Chancellor' Jenks to the full extent of the law. For a private citizen to be engaged in such nefarious practices as he is charged with is bad enough; but a high officer of the court who is concerned in them should be severely dealt with. James Buchanan, President." The election of Abraham Lincoln and the outbreak of the war of the Rebellion changed the political complexion of the Federal officers at Chicago, and in a few months the indictments against Mr. Jenks and his associates were nolle prossed.

The children born to Mr. Jenks and wife are eight in number, of whom but three are now living, Charles L., Chancellor L., Jr., and Livingston. Charles was born in Chicago in 1858, and received his education here and at Evanston. He married Miss Addie L. Carter at San Francisco, Cal., and has two children, Elsie and Laura B. He resides at 5739 Washington Avenue, Hyde Park. For several years he has been the manager of his father's extensive realty interests, and is a promising business man and a true friend and genial companion. Chancellor L. Jenks, Jr., was born in Chicago in 1863 and is a graduate of Dartmouth College of the class of 1886, and of the Union College of Law of the class of 1888. Immediately after his admission to the bar he removed to San Diego, Cal., where he practiced his profession for four years. In 1892 he returned to Chicago and became associated with Col. Richard S. Thompson, with whom he had studied law, and is in the enjoyment of a lucrative practice. June 25, 1889, he was united in marriage to Miss Janet Lyons, at Oakland, Cal. His home is at 560 Forty-second Street, in this city. Livingston Jenks, the youngest son, was born in Chicago in 1869. He was graduated from Harvard College in the class of 1892, and from the law department of that institution in 1894. He is just entering upon the practice of his profession in this city.

Jacob Forsyth. This gentleman has been a resident of Chicago since 1857, and since 1867 has devoted himself exclusively to the development of East Chicago,



Jacob Forsyth,

[illegible]

Whiting and Calumet property, and may be considered the pioneer operator in the localities which, largely through his efforts, have been developed into great prominence as residence and manufacturing suburbs.

Born in North of Ireland in 1821, Mr. Forsyth came with his parents to America in 1836, and located in Pittsburg, the then "Gateway of the West," and there grew to manhood and began his business career by connecting himself with the transportation business then in vogue. At that time freights were brought from the East to Pittsburg via the Pennsylvania Canal in the summer and by means of the historic Conestoga wagons in the winter, and shipped thence west by river and by means of wagons. With the details of this peculiar and then important business, Mr. Forsyth became familiar, and was so successful in it and advanced so rapidly that in time he was made the agent at Pittsburg for the Adams Express Company. It was but natural that his manifest adaptability to this business should have attracted the attention of Clarke & Co., the agents for the Pennsylvania Railroad, in its through freight department, or that, securing his services, they should have sent him as one of their representatives in Chicago. Freight came west from Pittsburgh via the Fort Wayne Railroad to Plymouth, Ind., thence via a short railroad to La Porte, Ind., and from that point via the Michigan Southern Railway to Chicago. Coming to this city in 1857, Mr. Forsyth was so markedly successful in his broader field that his efficiency was recognized about 1860 by his appointment as general northwestern freight and passenger agent for the old Erie Railway, which position he filled with credit to himself and greatly to the satisfaction of the Erie people until he resigned it about 1867, to begin his since so successful career as a real estate operator.

Mr. Forsyth had married in 1846 Miss Caroline M. Clarke, a native of Fayette County, Penn., and about twenty-six years ago she inherited through her brother, George W. Clarke, an old Chicago real estate owner, who died in 1866, a tract of land in the northern part of Lake County, Ind. Mr. Clarke came to Chicago in an early day; he was a civil engineer, one of the engineers for the Michigan Canal. The location of this acreage, and the probability of its some time being valuable suburban Chicago property, at once impressed themselves on Mr. Forsyth's mind, and he began to acquire as much other property near this as he could buy to advantage. He purchased tract after tract, until he had secured altogether about 15,000 acres.

To the acquisition of these lands and to their subdivision and sale he has devoted himself entirely since 1867, and at this time he has about 1,600 acres, upon which he is realizing at the rate of \$7,000 to \$9,000 per acre.

Anyone at all familiar with real estate conditions in Chicago a quarter of a century ago, knows that there was no opportunity for rapid speculation in those Lake County, Ind., lands, and this being true, the wise foresight of Mr. Forsyth in investing in them so extensively and so systematically must be apparent, and as a pioneer in the development of this property he is entitled to no small measure of credit, and to more still

for the unswerving perseverance with which he has all along worked for its development to its present demand and market value. The land now occupied by the Standard Oil Company, at Whiting, Ind., where that corporation alone employs nearly 4,000 men, was sold by Mr. Forsyth, and valuable plants and subdivisions are being located all over these lands, which will increase in value each year, as all property must of necessity in and around Chicago.

Mr. Forsyth built the first house at East Chicago, in 1887, and at the same place donated 1,000 acres of land to the Standard Steel and Iron Company for a town site, which is now East Chicago, and which has a population of about 4,000.

Mr. Forsyth has already built some sixty odd houses at Whiting, and the building and improvement still continue. He is, and always has been, favorably disposed toward, and taken an active interest in, the location of manufacturing interests in Lake County. One of the coming improvements, and one which will materially enhance the value of Lake County lands, will doubtless be the building of a harbor on Lake Michigan at the outlet of Wolf Lake. Upon this improvement a United States engineer has already made a favorable report. It is only a question of time when this work will be accomplished. Concerning this matter Mr. Forsyth is taking an active interest, as he does for all other interests for the good of Lake County.

In these transactions Mr. Forsyth has amassed a handsome fortune, which, in a healthy and hearty old age, he is enjoying, along with the satisfaction that must come to any man from the contemplation of a well-spent life. His family circle is a large and most pleasant one. He has nine children living, all of them good and useful men and women, honoring a worthy parentage by a strict observance of all that goes to make true nobility of character.

Dunlap Smith. In the history of the late Perry H. Smith's connection with Chicago, as well as in the chapter on railroads, the founder of this family, in this city, is noticed at length. We now have much pleasure in placing before our readers a brief sketch of that eminent old settler's son. Young in years, he has not attained the polysynthetic genius of his father, but yet has made advances which, when we consider the stern competition of our days, leave little room to doubt that his ability will win for him an exalted place almost as high as that which his father held here.

Dunlap Smith was born in Chicago July 14, 1863, received the rudiments of his education in our schools and here prepared for admission to Harvard University, from which he graduated in 1884, "*cum laude*." During his school and college days his industry was as remarkable as his ability. He was an enthusiastic student and a most genial classmate, quiet, unobtrusive and kind. In recognition of his scholarship the Harvard Philosophical Society elected him secretary and in other respects honored this young western man, and still honor him as an alumnus of the university. Returning to Chicago in 1884, he studied the philosophy of the city's business and, selecting



Dr. Charles Smith.



the financial and real estate branches as best suited to his tastes, entered on that business career in which he has won repeated successes. As a member of the Real Estate Board he has been identified with that body since its organization, and now holds the position of chairman of its executive committee. As the principal in the real estate and mortgage banking firm of Dunlap Smith & Co., his connection with Chicago during the last decade has made his name a household word in all parts of the city; for in the marvelous development of the city for that period he has taken a very important part, not only in aiding building enterprises materially, but also in suggesting and carrying through great real estate deals. He is a director of the syndicate known as the Chicago Elevator Company (Limited), and of the Iowa Central Railroad, representing the Russell Sage estate in these companies. The department of the business devoted to mortgage banking is extensive in the number and value of its transactions. To Mr. Smith the true value of city and county real estate properties are known, so that loans on real estate or for building purposes are negotiated without these ordinary delays and roundabout methods which borrowers often experience in this city. It is conceded that in very few real estate offices do promptness, straightforwardness and strict business principles obtain more thoroughly than in his. These characteristics of the house exerted no small influence in raising it to its present position. In 1886, owing to the multiplication of the name of William Smith in Chicago, he petitioned the courts to authorize him to drop the name of William, leaving his name Dunlap Smith. The court of course granted the petition, and all documents signed by him since the decree was issued bear the name Dunlap, though in the annals of Harvard University he is still known as William Dunlap Smith. In Chicago he has devoted his acquirements, honestly and inflexibly, to advance the best interests of the city, without regard to East or West or South Side.

Hon. William C. Goudy. More than forty-five years of professional life brought William C. Goudy so prominently before the public, his practice extended over so wide a field, much of the litigation with which he was connected attracted so large a share of attention, that it is scarcely necessary to say of him, so far as his standing at the bar was concerned, that he ranked among the really eminent lawyers of the country. Prominent lawyers long since became cognizant of his ability, and learned to follow his arguments in the higher courts, with the certainty of finding important principles of law clearly and succinctly enunciated therein. Some years since a very eminent American jurist expressed the opinion that "if one familiar with the profession and competent to the task were called upon to single out from among the many shining examples of legal greatness in this country the ideal lawyer, he could hardly do better than to point to William C. Goudy of Chicago.

Mr. Goudy came of Scotch-Irish and English stock, his father having been born in Ireland, and his mother having been of English descent, but a native of Pennsylvania. Some members of his father's immediate family are yet living in Ireland, but

collateral branches of the family have lived in Scotland, and the name in its original form of "Goudie" is Scotch; and it is believed that Mr. Goudy's progenitors were among the Scotch settlers in Ireland about the time of Cromwell. It was to one of the members of the Scotch family, John Goudie of Kilmarnock, that Robert Burns, during the famous McGill controversy, addressed his witty poem, beginning:

"O Goudie! terror of the whigs,
Dread of black coats and rev'rend wigs,
Sour bigotry, on her last legs,
Gimin looks back,
Wishin' the ten Egyptian plagues
Wad seize you quick."

It has been suggested that the political mantle of this John Goudie, "terror of the whigs," must have descended to the distinguished and lamented Chicago lawyer, who, from the time he cast his first vote for Lewis Cass for president in 1848, was conspicuous among the opponents of that party in America to whom the name of Whigs was applied in the early history of the republic. Mr. Goudy was born in Indiana, May 15, 1824, the son of a printer, who became a publisher of more than local renown.

After following the business of printer and binder at Indianapolis for some years the elder Goudy moved with his family to Vandalia, then the capital of Illinois, with a view to bettering his worldly condition if possible. Later he lived at Jacksonville and Springfield in turn, and died in the last named town in 1845. In 1833 he entered upon the publication of "Goudy's Farmer's Almanac," which he continued for several years. This was the first publication of its kind in the West, and as it contained much valuable information and matter of a kind calculated to make it popular among the agricultural classes, it became famous as a hand-book and achieved a large circulation, all things considered, and made the name of Goudy a household word in all directions. Out of this publication grew a weekly newspaper, Democratic in politics, which was started by Mr. Goudy and Samuel S. Brooks, at Jacksonville, in 1834, through which Stephen A. Douglas was first introduced to public notice.

After acquiring a common-school education young Goudy worked in his father's printing office in early life until he became quite expert as a compositor and pressman, and there can be no doubt that here he acquired that habit of exact and precise statement and of close logical reasoning which lay at the foundation of his success as a lawyer. All in all his home life and associations were such as to develop his intellectual faculties. But he was not inclined to literature or journalism, and having reached the conclusion that it would more nearly gratify his ambition to be a lawyer than anything else, he decided to enter that profession, but at first set about qualifying himself for the study of law by obtaining a collegiate education. He was graduated from Illinois College, at Jacksonville, in 1845, the year of his father's death, and in which he attained his majority, and recognizing the fact that his success in life



William C. Gandy

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would depend on his own efforts and that hard and continuous work, and that only, would enable him to reach the goal of his ambition, he devised a system for economizing his time and making every moment of real service to him. To add to his pecuniary resources he taught school for a year at Decatur, and employed his leisure hours in reading elementary law books. In due time he became a student in the law office of Judge Stephen L. Logan, who had at that time just dissolved a partnership with Abraham Lincoln. His intimate friend and associate in the office was David Logan, the son of Judge Logan, who later removed to Oregon, where he became one of the most noted lawyers on the coast, and came within a few votes of being elected to the United States Senate. Mr. Goudy was admitted to the bar in 1847, and the next year began the practice of his profession at Lewiston, the county seat of Fulton County, as a partner with Hon. Hezekiah M. Wead, afterward circuit judge.

A peculiarity of Mr. Goudy's experience, which distinguishes it from that of most young lawyers, was the fact that he never knew what it was to wait for clients, even from the first. Some may attribute this happy experience to luck; the more thoughtful will accredit it to the fact that the business community of Lewiston at once recognized his perfect adaptability to his calling. His success was so immediate, in fact, that he found himself at once in the busy prosecution of an active practice. In 1853 he was elected district attorney for what was then the Tenth Judicial District of Illinois, composed of the counties of Fulton, Warren, Knox, Henderson and Mercer. He resigned this office two years later, and in the following year was elected a member of the Illinois State Senate, and represented his district with signal ability four years, participating in the memorable Douglas-Lincoln senatorial contest, which resulted in the election of Stephen A. Douglas to the United States Senate in 1859. During this period Mr. Goudy was associated with many of the ablest men in the political history of Illinois, and, although young, he was universally considered to be the peer of any of them in point of ability, and exerted an important influence upon legislation and political action.

With his retirement from the State Senate, Mr. Goudy ceased to be an office holder, and only twice since that event did he permit his name to be used in any political contest. In 1862 he was an unsuccessful candidate for delegate to the State Constitutional Convention, and when Mr. Douglas died Mr. Goudy was the choice of a large portion of the Illinois Democracy for the seat left vacant by the "little giant" in the United States Senate, but William A. Richardson was the successful candidate. After that time the Democrats of the State had no opportunity to confer this honor upon one of its favorites, and Mr. Goudy was not a prominent actor in political affairs. Too reserved in his manner to be a popular politician, the respect entertained for the soundness of his judgment gave him much influence in his party, as was shown on many occasions, and during four years, at least, he was in a position to "shape the whispers of a throne." He loved politics as a recreation and diversion,

and never sought an elective office for himself, and, as has been seen, never held but one. He was an organizer of conventions, and was never known to go into one with the majority at the outset. He usually came into the fight late in the day, with but a handful of followers. Before he got through, however, he invariably made himself felt. To him more than to anyone else is due the fact that in 1892 Mr. Cleveland was the choice of the Illinois delegation, for he was the father of the unit rule which was adopted by that body.

His interest in politics never had the effect of decreasing his application to his profession. He took up his residence in Chicago in 1859, and here his professional labors were crowned with distinction and rewarded by fortune. It is almost within the realm of fact to state that in all litigations involving interests and property of great magnitude which came before the Chicago courts during the more than thirty years of his practice here, Mr. Goudy was a leading counsel. Since he argued his first case in the Illinois Supreme Court in 1855, nearly 150 volumes of its reports have been issued, and in every one of them his name appears as counsel; and a record of his connection, during more than forty years, with the higher courts of other western States and with the Supreme Court of the United States in cases involving questions of commercial and constitutional law, is one which does him the greatest honor. No less remarkable than the magnitude and importance of the causes in which he was engaged was the almost uniform victory which attended his advocacy, which was due in as great a measure to his clear and convincing logic as to the unquestionable soundness of his position. In everything pertaining to litigation, he exercised the greatest care, did his work with the greatest thoroughness and exhibited the greatest tenacity of purpose. His devotion to his profession was of that chivalric kind which led him to follow it with genuine ardor, not alone for the rewards it brought him, but because he found in it employment perfectly congenial to his tastes. Always sedate, calm, placid and imperturbable, he belonged to that class of lawyers who preserve their mental equipoise under all circumstances, who never seem to be taken by surprise and who are at all times prepared for any of the serious annoying and perplexing emergencies which arise in the active practice of law. In January, 1886, he became the general counsel for the Chicago & North-Western Railroad Company, but continued to be the controlling spirit in the great legal practice of the firm of Goudy, Green & Goudy as long as it existed. One high in the profession, speaking of him soon after his acceptance of that position, said that he was the only man who ever graduated from a large legal practice to become the counselor of a great corporation and at the same time retained his practice.

A seat on the bench of the United States Supreme Court was within Mr. Goudy's honorable ambition, and when Chief Justice Waite died his chances for elevation to the highest dignity in his profession were considered excellent; but on learning that Melville W. Fuller, between whom and himself a warm friendship existed, was in the

field, he put his own claims aside and worked successfully for his friend. A lawyer for judges rather than for juries, Mr. Goudy was seldom beaten before the former. His knowledge of real estate and corporation law was very extensive and his opinion was taken unhesitatingly by those who consulted him. The great railroad, whose counsel he was, could not have had a more sagacious adviser. Not the least of his qualifications was his ability to draft a bill or other document which would convey clearly to the minds of the others the meaning he intended it should; and when it became necessary for a court to construe anything he had written, the interpretation was always what Mr. Goudy had designed it should be. He had great patience, indomitable perseverance, and was singularly thorough in all which he undertook. Had he gone on the bench he would have made an excellent, but most technical judge. In court he was a most dangerous antagonist and his argument was always practically unanswerable. No lawyer at the bar excelled him in the power of cold analysis, close logic, clear and cogent methods of arraying facts and the power of putting into a few words the most involved and intricate legal problem. One never knew when he was beaten, for he turned more defeats into victories than any of his contemporaries.

Among the numerous cases reported in the books which stand as monuments to Mr. Goudy's professional fame, a few will be noticed as illustrative of his laborious, successful and honorable career. One of these was the celebrated *Munn* case, which was carried to the Supreme Court of the United States and forcibly argued there by Mr. Goudy. In this case it was ultimately established that the State had power through its Legislature to fix maximum rates to be charged by warehouses, railways and other corporations, or persons whose business was of a character affecting the public interest. Another notable case involving an important question of constitutional law was the *Bowman* case, which arose out of the prohibitory statute of the State of Iowa, regarding the importing of intoxicating liquors into that State. The Supreme Court held that a statute which prohibited railways from bringing intoxicating liquors into a State was in conflict with the commercial clause of the Constitution of the United States. Probably the most interesting case in which Mr. Goudy appeared as counsel was the litigation over the *Kingsbury* property in Chicago, which included the Ashland block, on the northeast corner of Clark and Randolph Streets. This suit was carried through the Illinois courts, and, after a long, protracted litigation, was finally decided by the Supreme Court of the United States in May, 1890, in favor of Mr. Goudy's client, Gov. Buckner of Kentucky. This property had been bought in 1833 by Maj. Kingsbury, of the regular army, for a few hundred dollars. The Major had two heirs, a son and a daughter, the latter of whom became the wife of Gov. Buckner. Some time in 1861 Mrs. Buckner conveyed by deed her share of the property to her brother, who had entered the Union Army and was an officer of Gen. Burnside's staff. Having a presenti-

ment that he would never return North alive, Kingsbury made a will at Richmond bequeathing the property she had deeded him back to his sister. The young officer was killed at the battle of Antietam and a contest over the property ensued. The birth of a posthumous child revoked the will by operation of law, but the Buckners claimed that the deed executed by Mrs. Buckner was merely a deed of trust, whereby her brother was to hold her share in trust for her, and that upon his death it should revert to her. The deed, however, was absolute, and it was necessary for the claimants to produce some writing signed by the brother in which the trust was acknowledged. All search for such a paper had been ineffectual, but at last Mr. Goudy learned that the officer had been in the habit of writing letters to his mother, then living in Connecticut. He went there with Gov. Buckner and saw the old lady, and succeeded in finding a letter from Henry W. Kingsbury in which he acknowledged the trust. With this paper Mr. Goudy went into court and established Mrs. Buckner's claim. The Ashland block was afterward sold by Gov. Buckner to Mr. Alexander, of Kentucky, who built upon its site one of Chicago's "sky scrapers." Mr. Goudy's fee for services in this case is said to have been the largest ever paid to any lawyer in the West.

Scarcely less notable for the general interest it excited in the public mind was the great Storey will case, in which Mr. Goudy was counsel for the heirs. Wilbur F. Storey, editor and proprietor of the *Chicago Times*, left two wills, the last of which was contested by his natural heirs, because by it the bulk of the estate was left to Mrs. Storey. The heirs retained Mr. Goudy, and Lyman Trumbull was counsel for Mrs. Storey. When the will in favor of the widow was presented for probate, the witnesses to the signature testified that when he signed it Mr. Storey was insane. A long litigation ensued, which was ended by the purchase of the whole estate by outside parties, and an adjustment of interests by which Mr. Goudy's clients were fully satisfied. As counsel for railroad corporations, Mr. Goudy was long conspicuous in the courts, and added more largely to his fame and fortune than in any other branch of litigation. He was associated with Chief Justice Fuller as counsel for F. H. Winston in a railroad case involving some \$3,000,000. In Mr. Winston's interest he fought the Southwestern road, an Iowa corporation, and won his case. He also represented important railroad interests in a series of cases involving the constitutionality of a Minnesota statute, authorizing the fixing of rates absolutely by the State Railroad Commission. The Supreme Court of the United States, at a recent session, announced its decision in these cases, which further circumscribes the rate-making powers of the States, the declaration of the court being that the question as to what constitutes a reasonable rate to be charged and received by a railroad company is a judicial question, and not one in which the action of a State Legislature, or of a commission appointed by State authority, is conclusive; that the Minnesota statute was, therefore, in conflict with the Constitution of the United States, and, for that reason,

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William J. Early

invalid. Numerous clients had retained Mr. Goudy in suits against the Chicago & North-Western Railroad, in which he had been generally victorious, and that corporation came to the conclusion that it was advisable rather to have him for them than against them.

Mr. Goudy's activity in his profession precluded his figuring to any extent as a man of society or participating actively in measures for the general improvement of the city. He was, however, among the most prominent in securing the land and having Lincoln Park laid out as it now is, and was long president of the Lincoln Park Board of Commissioners. He was the owner of valuable real estate and was largely interested in Argyle Park, a beautiful suburban village on the north shore of Lake Michigan, the entire site of which was formerly his property. He was a member of the Iroquois Club, the senior organization of the Democrats of Cook County, and of the Union Club. In 1849 he married Miss Helen Judd, sister of S. Corning Judd, a distinguished Democratic lawyer and postmaster of Chicago under Mr. Cleveland's first administration. They had born to them one child, William Judd Goudy, formerly a partner in his father's law firm, now of the law firm of Goudy, Shanklin & Co., and Clara, now Mrs. Ira J. Geer. The son is married to Carolyn Walker, daughter of the late Samuel J. Walker. Mr. Goudy was a member of the Fourth Presbyterian Church, with which Mrs. Goudy is identified, being very active in church work and interested in various charitable organizations, among them the Half Orphan Asylum, of whose board of managers she is president.

Personally Mr. Goudy was one of the most agreeable of men when with those he knew and liked. He had warm friends among the leading members of the bar, and the tribute they paid to his memory when informed of his untimely death, which occurred April 27, 1893, is known to all readers of the newspaper press of the country. On that fateful day the bar of the county and the State lost one of its brightest ornaments, the United States one of its ablest and most famous lawyers, and Chicago one of the few men whose loss will be always irreparable. But the influence of such a man extends ever into the ages. It carries with it a power for moral and intellectual advancement which proclaims that a strong personality which has passed from direct contact with men has left the impress of its individuality upon humanity for the good of all men who may live after him, even unto the last day.

William Judd Goudy. In the last half of this century the influence of the business man and of the lawyer, who is so closely identified with the business man in all his great enterprises, has been preëminently powerful, and the man of affairs, as distinguished from the politician, has been a recognized power. Such men were they who built up Chicago from a frontier village to a bustling town, from a bustling town to a grand mart of trade, busy in supplying the half of a continent, and from such a point of importance to a city, in many respects the most wonderful on the globe, and at this time the Mecca of the intelligence of all civilization.

Time has swept away most of the founders of Chicago and its builders have, many of them, reached an age when they gladly lay the burdens they have so long borne upon the shoulders of those who have succeeded some of them, and, ere many years, will have succeeded all of them. It is not less upon men of affairs that Chicago must depend than formerly; but it is above all upon the young men of affairs who are rapidly becoming conspicuous in every line of industrial endeavor, in every department of commerce, and especially in connection with real estate and kindred interests. There is no interest more nearly akin to real estate than that of the law; and both on the real estate board and in the courts young men are making a record in Chicago; such as a few generations ago was not achieved by any but the old established, the time-tried and the gray-haired. But this is a time in which, often, results are considered before the men who bring them about. Prominent among the young and influential real estate firms in the city is that of Goudy, Shanklin & Co., mortgage bankers, dealers in real property and negotiators of loans on approved security, in which William J. Goudy and Robert F. Shanklin were partners, until the recent death of the former, and of which Hon. William C. Goudy, one of the greatest real estate and corporation lawyers in the United States, was counsel until his recent death.

William Judd Goudy, one of the founders of this firm, was a son of the lamented great lawyer referred to, and was himself a lawyer of ability and reputation. He was born in Chicago June 7, 1864, and received his primary education in private schools in this city. He entered Princeton College in 1882, and was graduated from that institution in 1885. Immediately thereafter he entered the Union College of Law, Chicago, and was graduated therefrom with distinction in June, 1887.

In January, 1888, Mr. Goudy began the practice of law as a member of the firm of Goudy, Green & Goudy, consisting of William C. Goudy, Adolphus W. Green and William J. Goudy, and was thus connected until April, 1892, when he assisted to organize the firm of Goudy, Shanklin & Co. Comparatively brief as is the history of this firm, it has met with such a degree of success as to commend it most favorably to the good opinion of the business public, and there is no real estate firm in Chicago which has won, and holds more closely, the confidence of all interested in the development of the city's great real estate interests.

Mr. Goudy was a thorough and typical Chicagoan, alert, active, ever ready to lend his aid to any cause promising to benefit any large number of his fellow-citizens. He was widely known as one of Chicago's most enterprising and progressive young business men, one of the most conspicuous of the class of young men previously referred to, upon whom the future welfare of the city and all its great interests rest most safely. His interests all centered in Chicago, from the day of his birth to the time of his death. There was no period of his life in which Chicago had not had a part; there has been no important event in it, of which Chicago had not been the scene. He was as popular socially as in business circles, as is attested by the fact that he was a mem-

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L. F. Casanova

ber of the University Club, the Union Club, the Washington Park Club, the Iroquois Club and the Athletic Club. Politically, he was a staunch and progressive Democrat, and was one of the organizers and the second president of the Waubensee Club. He was married December 4, 1887, to Miss Carolyn Walker, of this city, and to them a bright and pretty little daughter, named Helen, was born. He died suddenly on May 26, 1894, of pneumonia. He was cut off in his prime, just as life had really opened for him. The future seemed so bright and hopeful, success so near, and life in all its aspects so attractive, that this decree of Providence seems almost inexplicable. Following his father to the grave, in less than a year, the name, so far as his immediate family is concerned, dies with him. His business, however, firmly established and successful, will go on under the old name, his interest therein being retained and conducted by his surviving partner and legal representative.

B. F. Cronkrite. The business man who has pinned his faith to the development of Chicago real estate and refused to listen to the predictions of pessimists that the city had reached the summit of its growth and glory, can now look back with just pride on the wisdom of his faith and judgment. The rapidity with which many of the suburban towns have sprung into populous centers of wealth, industry and learning, and been absorbed as part and parcel of the great city, kindles the liveliest pleasure and astonishment. The lines of development of this growth have not been the result of chance. The origin of outside centers of industry and population can be traced in almost every instance to the enterprise of companies or individuals. It is this fact which gives so much personal interest to the suburban growth of Chicago.

Since more than ten years ago, when B. F. Cronkrite opened a real estate office at Cottage Grove Avenue and Forty-third Street, the entire southern end of Chicago has leaped from sand hills, scrub oak openings and perennial swamps to one uninterrupted stretch of city far out beyond South Chicago. Oakland Square, then called "The Limits," was an important business center, its trade extending as far south as Hyde Park at Forty-third Street, there being no stores between the two points. In 1876 there were only 160 voters in the second precinct of Hyde Park, which was bounded by Thirty-ninth Street, the lake, Forty-seventh Street and Grand Boulevard. So rapid was the growth of this portion of the city, which was then considered a suburb, that in 1880 the voters had increased to about 600, and in 1884 to about 1,100. This extraordinary increase has steadily continued since annexation, until what was but one precinct in 1881 is now divided into fifteen precincts with an average voting population of 300, or 4,500 for the whole territory, a growth of over one hundred and fifty per cent. per annum for eighteen years. The average yearly growth in value in the Oakland district has been about forty per cent., while on business and other important streets the increase has exceeded sixty per cent. annually for the past ten years.

Something of the personal history of the man who, than all others, has been more

instrumental in bringing about this great development, will be in order in this connection. Mr. Cronkrite is a native of Brooklyn, N. Y., and was born April 7, 1856. His parents were Rufus and Mary A. (Seaman) Cronkrite. The Cronkrites are of German, the Seamans of Holland Dutch stock, and both Mr. and Mrs. Cronkrite were descended from associates in the historic "Nine Partners," to whom large tracts of land in southeastern New York were granted by the Crown in the early history of the colonies. Rufus Cronkrite, born in Dutchess County, N. Y., April 15, 1821, was for a time a merchant in Brooklyn, but later returned to his native county and took up the life of a farmer; his wife was born in Dutchess County in June, 1833.

Mr. Cronkrite received his primary education in the public schools of Pleasant Valley, Dutchess County, and from the time he was fourteen years old until he was seventeen assisted his father in his farm work. At seventeen he began his business life in Brooklyn, as entry clerk in the clothing house of Hoyt & Teale. That same year (1873) was one of financial disaster, and Hoyt & Teale failed; and after casting about for other employment in Brooklyn and meeting with no success, young Cronkrite returned to Dutchess County, and, rather than be idle, worked for a short time as a section hand on the line of the Poughkeepsie, Hartford & Boston Railway. It was not long, however, before he was employed as clerk in a hotel at Pleasant Valley, N. Y., a position which he filled about a year.

This was the beginning of a series of engagements which might have led Mr. Cronkrite to develop into a hotel man, but which did not. For a year after leaving Pleasant Valley, he was storekeeper at the Grand Union Hotel, opposite the Grand Central depot, New York, and the next year he spent as chief clerk at the Morgan House, Poughkeepsie, N. Y. Yet this series of engagements resulted in Mr. Cronkrite's after career as truly as they might have resulted in his continuing a hotel man to the end of his days. As a hotel clerk, he formed the acquaintance of the lady whom he afterward married, who stimulated his ambition, and together they left the home of their childhood to seek their fortune West, going first to Pulaski County, Ill., from there to St. Louis and thence to Sedalia, Mo., where Mr. Cronkrite was proffered a position in the general offices of the Missouri, Kansas & Texas Railroad at that point.

He entered upon the duties of this position in 1880, and when the M. K. & T. was absorbed by the Gould southwest system, he returned to St. Louis, where he filled every desk in the general office of the Missouri Pacific Railway up to that of chief clerk. In the latter capacity he was paid \$125 a month, but he resigned the position, and, in order to gain a footing in Chicago, accepted a position at \$75 per month in the office of the secretary and treasurer of the Union Stock Yards, where he was employed for three years.

During the last six months of this service, he had a real estate office at the northwest corner of Cottage Grove Avenue and Forty-third Street. Here, in a small room

over a drug store, he worked evenings until he had gained such a start in business that it was necessary for him to resign his position at the Stock Yards in order to attend to the growing demands upon him of his real estate operations. His office was one of only two real estate offices at that time located south of Thirty-ninth Street, and within sixty days after it was opened Mr. Cronkrite sold the building in which it was located for \$75,000. That was the first large deal of this pioneer in real estate operations as far south as Forty-third Street. A year after he began business over the drug store, the building at the northeast corner of Cottage Grove Avenue and Forty-third Street was completed and he took possession of his present large and attractive ground-floor offices.

From that time to the present Mr. Cronkrite has been such an extensive and successful real estate operator in Chicago that some of the enterprises he has conceived, organized and managed are worthy of special mention. In 1887 he organized the popular and successful Drexel Building and Loan Association, of which he was the secretary until 1891 and of which he has always been a director and a member of the finance committee. About the same time he organized the Oakland syndicate for the purpose of handling real estate for profit. Its members, to the number of sixty or seventy, invested a few hundred dollars each on the syndicate plan and entrusted the management of its affairs entirely to Mr. Cronkrite, who was so successful a conservator of their interests that, at the expiration of two years and a half, the enterprise was closed out at a net profit to all investors of $333\frac{1}{3}$ per cent.

In 1888 Mr. Cronkrite bought of John L. Dodge, of Great Barrington, Mass., five acres of land lying between Forty-third and Forty-fourth Streets and Vincennes and St. Lawrence Avenues. The purchase price was \$95,000, of which amount he paid \$5,000 down, receiving a warranty deed to the property. This when platted was known as the "B. F. Cronkrite & Co. Subdivision." Within two years and a half, Mr. Cronkrite had paid for the property and disposed of the entire subdivision at a net profit of \$45,000. Mr. Cronkrite's work has not been confined to subdividing and handling vacant property. In 1888 he purchased the northwest corner of Cottage Grove Avenue and Forty-fifth Street, 100x171 feet, at a cost of \$20,000, and immediately improved it with the handsome business block, still a landmark in that district, known as the Forrestville block. This building cost \$50,000, and was the principal one among a dozen buildings erected by him since 1886. The firm's clientage and operations have not been confined to Chicago. It has invested hundreds of thousands of dollars in Chicago real estate from different financial centers in Massachusetts and New York, and has a large clientage in Philadelphia, Pittsburg, Illinois, Missouri and other States, besides having extensive real estate operations of its own in Omaha, Neb., involving the building of the Omaha & Halcyon Heights Electric Street Railway to the firm's Halcyon Heights subdivision in the northwestern part of the city. It has also invested quite largely in St. Joseph, Mo., real estate.

In March, 1891, Mr. Cronkrite went to London, England, and there formed a business connection with a syndicate of English capitalists who commissioned him to purchase in the United States some extensive manufacturing plant in which he believed a large investment would be well placed. He returned in June following, and his negotiations here resulted in a contract for the purchase of the famous map publishing plant of Rand, McNally & Co., for \$2,750,000. This deal was never consummated, however, for the reason that Messrs. Rand & McNally were unable to control and deliver the stock, and, in consequence of their failure to fulfill their contract to do so, a suit for damages has been brought by representatives of the English interest.

In 1894 Mr. Cronkrite went to the State of Washington to investigate the city of Pasco, the county seat of Franklin County, at the junction of the Columbia and Snake Rivers, and as a result of his visit there his firm accepted a contract for the development of that city involving the sale of real estate and the construction of waterworks and other improvements at that point.

The firm of B. F. Cronkrite & Co. (B. F. Cronkrite and Henry J. Page) is regarded as a most reliable, enterprising and successful real estate concern, and a glance at a map showing the extent of its operations in and about Chicago would suffice to convince the most casual observer that its business, both in volume and importance, is one of the greatest of a great city considered exceptionally great in real estate activity. Mr. Page's official connection, for several years past, with western railways has prevented his giving attention to this business, and its active and responsible management has devolved upon Mr. Cronkrite, who has taken his place as a most conspicuous figure in Chicago's real estate circles.

In politics Mr. Cronkrite is a Republican, but he is not, and has no inclination to become, an active politician. He is a member of the Union League and of the Oakland Club, and represents Kings County, N. Y.—the county in which Brooklyn, his native city, is included—in the Chicago Association of the Sons of New York, of which he is vice-president. Made a Mason in Kenwood Lodge, No. 800, A. F. & A. M., he is a member of Corinthian Chapter No. 69, and he is, and has been identified, in one capacity and another, always influentially, with other important social and beneficial organizations.

Mr. Cronkrite was married in 1880 to Miss Phoebe W. Colwell, of Verbank, Dutchess County, N. Y., daughter of Archibald L. and Sarah S. (Seaman) Colwell, and they have five children: Meda C., Cora B., Archibald C., B. Franklin, Jr., and Carlon Van Wagner. The family are members and attendants upon the services of the South Congregational Church, whose house of worship is at Drexel Boulevard and Fortieth Street. Of this church Mr. Cronkrite has been treasurer for several years.

Valentine H. Surghnor. Chicago is large in more ways than one, and prides itself on being the leader in a great many different lines of business. No one will

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question the statement that its real estate agents lead the men of all other cities engaged in the same line. They stand at the head, and Chicago is proud of them. They, without doubt, have done as much to build up the city and secure for it its reputation for greatness as any other class of people. It is said that "nothing succeeds like success," and this probably accounts for so many wide-awake, go-ahead business men locating here. They enjoy the competition met with, and feel that they want to be parties to the grand success that is being achieved. If a careful canvass could be made of the city's successful, adopted sons, thousands of them would state that they were attracted to the city by the remarkable advances in property announced by the real estate men, knowing that these advances could not have occurred but for the fact that other lines of business were prosperous. Many of them on coming here found in the real estate business field for the exercise of their best faculties, and prominent among this class of people should be mentioned Valentine H. Surghnor, the well known real estate agent, who has an office at 85 Dearborn Street, and is secretary of the Real Estate Board. He is a type of the men who have made Chicago what it is, and the generations to come will read with a great deal of interest the lives of these men. A history of the city without a mention of them would be incomplete. They are a part of the city, and the removing of them would be like pulling the foundation from under a blockhouse—everything would become badly mixed. They have made from some of the lowlands in and about the city beautiful graded tracts, and have been instrumental in building on them small cities that rival in beauty the dwelling places of the ancient men of wealth. The accomplishments in this direction have, in some instances, exceeded the most ardent expectations of the men who conceived and carried out the enterprises. Who would not wish to feel that his lot was cast with men such as these? Others will come to Chicago and join the ranks of the real estate men, but among them will be found no one whose record will be better than has been that of Mr. Surghnor. Those who have had dealings with him know that his word can be depended on, and that his judgment on Chicago real estate values is entirely safe to rely on. His dealings have principally been on commission, but he has bought and sold on his own account to a considerable extent.

Mr. Surghnor was born in Taylor County, Va., and was educated in the district schools. His ancestors came to the United States in the early part of the seventeenth century and settled in Virginia. His father, after whom he was named, was born in Loudon County, Va., and died at Hannibal, Mo., in the sixty-seventh year of his age. His mother, Mary E. (Brashear) Surghnor, was born in Fauquier County, Va., and was seventy years old when she died. Young Surghnor began his business career at the age of fifteen, when he became a clerk in a store. In 1866 he went to St. Louis and for three years was employed in a wholesale dry goods house, when he returned to Hannibal, Mo., and entered into the dry goods business for himself. At the end of five years he sold out and engaged in the wholesale ice business. This business was almost

entirely swept away by the flood of 1881, when he came to Chicago. Mr. Surghnor was married in November, 1878, to Miss Lizzie Moffett, at Quincy, Ill. His wife died at Harrisonburg, Va., August 20, 1890. He is public spirited and takes an active interest in all matters that tend to advance the interests of the city, as is evidenced by the fact that he was the first subscriber to the World's Fair stock. He is an old member of the Real Estate Board and has frequently been a member of important committees, and as such has proved an important factor in directing the affairs of the board. At the annual meeting in January, 1894, he was elected secretary of the board, and since that time has clearly demonstrated his ability to cope with the arduous duties the proper administration of the office impose on him. In politics Mr. Surghnor is a Democrat. He is a member of the Calumet and Chicago Athletic Clubs and is a thirty-second degree Mason, as well as a member of the Independent Order of Elks. He is also a member of the Sons of the American Revolution. He has a large circle of friends and is very popular socially, as his congenial, whole-souled nature binds those to him who are fortunate enough to gain his friendship.

Charles H. Mulliken. The State of Maine is fairly well represented in Chicago. The roll is not large, but many of its sons have attained prominence in the social, political and commercial life of this city. They are proud of their native State, and equally so of the city of their adoption. By their energy and zeal they have contributed to its fame and progress until its reputation is world-wide. They glory in its triumph and will aid in its further development. Among its adopted sons is the subject of this sketch.

Charles Henry Mulliken was born at Hallowell, Me., March 18, 1831, but in childhood the family moved to Augusta. John Mulliken, Esq., his father, was a well-known merchant of the old town of Hallowell until his removal to Augusta, where he was established in business for many years and where he resided until his death. He was a quiet, unassuming man, a great reader, beloved by all who knew him, a Republican in politics, liberal in his religious views and honest in all his dealings. Charles H. passed his boyhood in Augusta, receiving his education there, and obtaining his first idea of business in his father's office. In 1847 he visited Boston, where he obtained a clerkship in a merchandise broker's office, which he held for the three succeeding years. In 1850 he returned to Augusta, and was married December 3, 1850, to Miss Sarah E. Hallett, daughter of Watson F. Hallett, president of the Freeman's National Bank of Augusta. At that time he established himself in business, with Francis Davis as partner, under the firm style of Davis & Mulliken. For several years they did a satisfactory trade, and the partnership might have continued longer had not the southern commission trade opened up its possibilities to the young merchant and fascinated him with its prospective profits. Dissolving his connection with Mr. Davis he entered into a partnership with Wm. P. M. Means, of Augusta, under the firm name of Means & Mulliken, making headquarters at Boston, and established a clipper or packet



Charles H. Mulliken.

UNIVERSITY OF TORONTO

line between Boston and the port of Indianola, Tex., founding a general store at San Antonio, with Judge George S. Mulliken, an older brother of Charles H., in charge. A large and profitable business was built up, when the rumble of Rebellion in the South echoed over the land, and next the power of the Confederacy was felt. The property of the United States in the South was seized, and with it that of every one suspected of Union sentiments. Of course the property of this northern firm at San Antonio was confiscated without even an explanation, and the \$50,000 invested at that point was lost to the firm. An attempt was made to save something from the wreck. Mr. Means, on learning of the condition of affairs in Texas, proceeded to San Antonio, with a view of effecting a settlement with the Southern Confederacy, which was promised but never fulfilled.

Shortly after his arrival at San Antonio he was arrested and sent to the Matamoros prison under guard. His escape from that terrible place and his adventures while en route to an asylum in Mexico, followed. After the capture of New Orleans, he made his way thither, reported to Gen. Butler and was given a pass through the lines, which he gladly accepted, and returned to Massachusetts. Mr. Mulliken lost the results of years of labor and with it his health. Debt also preyed upon his mind and no one expended more mental capital in and few lost more from the emancipation of the slaves than he. After the payment of his indebtedness in full, he determined to begin life anew, and set out for Chicago, where he arrived in August, 1867. He readily found employment in the glass, paint and oil house of Page & Sprague, on Dearborn Street, as their confidential man, and remained with that firm until 1872. The fire of October, 1871, robbed him of the savings from his second battle with the business world. In 1872 he was chosen cashier of a savings bank, a position he filled until 1874, when his business instincts pointed to Chicago real estate investments as the only safe channel through which he could retrieve his fortunes. That year he established his real estate office, and twenty years have shown the wisdom of his choice of vocation. His business is largely the care and management of estates, the loaning of money and the valuation of property, and his references are those for whom he has done business. For loans made by the State Mutual Life Insurance Company of Worcester, Mass., his valuations are accepted.

In 1883, when the Real Estate Board was organized, he was one of the first members of that body, and has always taken an active part in all its deliberations. He has been an elder in the Fourth Presbyterian Church for twenty years, and was treasurer and trustee of that society for many years. The first Sunday he was in this city he visited the Erie Street Mission and was a teacher there until the great fire of 1871, which destroyed the building and library. In 1872 the school was removed to Howe Street. His connection continued with the Howe Street Mission as teacher, treasurer and assistant superintendent until the new building was erected in 1887 at the corner of Orchard and Center Streets at a cost of \$45,000. It is called Christ Chapel

and is a branch of the Fourth Presbyterian Church. He occupied the same position there down to 1891, when he resigned to go abroad to be absent several months; but his interest in Sunday-school work continues and he is frequently at the chapel, which has now a membership of 200, and a Sunday-school of 1,200 scholars.

In social affairs he is a member of the Chicago and Washington Park Clubs and of the Presbyterian League, also a director in the McCormick Theological Seminary and a member of the executive committee. In the objects of the Citizens' Association, of which he is a member, he takes a deep interest, while every measure bearing on the improvement of Chicago interests him. He is well versed in real estate values and titles, and his opinion on the valuation of property is often sought. As he carried his business troubles, brought upon him by the Civil War, and managed to pay every dollar of indebtedness occasioned by such disasters, so his business life since has brought him a competence sufficient to do business without indebtedness. Coming from good New England stock, brought up and educated in the atmosphere of a home such as his and in a city where honesty and good government prevailed, gives character and sterling worth to him as a citizen of this great western metropolis.

Ferdinand Wythe Peck, son of Philip F. W. and May Kent (Wythe) Peck, was born at his father's residence, which then stood on the site of the Grand Pacific Hotel, July 15, 1848, the youngest in a family of seven sons, three of whom are living, and are among the most enterprising and public-spirited of Chicago's citizens. Philip F. W. Peck died in 1871. His widow still survives.

Mr. Peck was educated wholly in Chicago, beginning as a student in the Chicago High School, from which he was graduated in due time. He was afterward graduated from the literary department of the old University of Chicago, and later pursued a course of study in the Chicago Union College of Law. He was yet in his minority when he received his diploma and he was just twenty-one when he was admitted to the bar.

Though he has never entered actively upon the practice of law, Mr. Peck has found his preparation for the profession of the greatest utility to him in the direction and management of the extensive interests to which he has devoted himself. Besides assisting his brothers in the management of the Peck estate, which is conceded by lawyers and business men to be one of the best managed estates in Chicago, Mr. Peck has shown great activity in other directions and has developed an executive ability that has made him sought in numerous great public enterprises.

In public education and in all kindred subjects Mr. Peck has long taken a most earnest and helpful interest. Under two appointments by the mayor, he served four years as a member of the Chicago Board of Education, of which he was elected vice-president. He is one of the trustees of the new Chicago University; is president of the Chicago Athenæum (organized after the great fire of 1871 and similar to the Cooper University of New York) and the Chicago Auditorium Association; was first



Fred. W. Beck

vice-president and chairman of the finance committee of the World's Columbian Exposition; and is vice-president of the Illinois Humane Society, of which he was one of the founders in 1870, and which has for its special object the prevention of cruelty to children and animals.

The Auditorium is Mr. Peck's most important work to this time, but it was such a daring project and Mr. Peck is yet so young a man that if it is to be taken as a promise of future achievements, it would be safe to predict almost anything of and for him. This enterprise had its inception in April, 1885, at the time of the great Opera Festival, in which Mr. Peck was a prime mover and of the association promoting which he was president, and his object in giving it to Chicago was not simply to erect what would be in many ways the most remarkable building on the continent, but to popularize music, of which he is an ardent lover, and give to the people the benefit of its elevating and refining influence.

The success of the Opera Festival not only developed public sentiment and educated public taste for popular entertainments of that character, but revealed a necessity for a great music hall where notable musical productions could be properly presented. Having entertained this idea, Mr. Peck knew no rest until the Auditorium building, at a cost of \$3,500,000 was an accomplished fact, and had been dedicated to the noble purpose for which he had intended it. The Auditorium Hall is superior to any hall now in existence, and will be used for many more purposes than were dreamed of when the undertaking was conceived. It will accommodate more people than the famous Albert Hall in London. The stage alone cost \$250,000. The organ, one of the grandest in the world, cost nearly \$55,000. Recital Hall, having a seating capacity of 500, and designed for amateur musical performances, was one of Mr. Peck's afterthoughts. The formal dedication of the Auditorium, which occurred in the presence of President Harrison, the governors of many States, government officials of Canada, and the official representatives of the city of Chicago, was one of the great events in the history of the city.

While he is generous in his acknowledgment of the aid of others of Chicago's public-spirited men in the carrying out of his plans, all concede that Mr. Peck is entitled to the chief honor for this great structure. Thoroughly believing in music as a refiner of the masses and an educator of public taste, he has found much enjoyment in this and other movements toward making it accessible to the people and popular with all classes. It may be stated that Mr. Peck's interest in the development of the human race is such that he has been accustomed to weigh all projects not in the scale of profit and loss, but in that balance which shall show whether or not they will conduce to the public good; and as a consequence his name is inseparably associated with many great enterprises which have made his native city known alike for her unparalleled business activity and as the home of higher education and art.

In his labors in behalf of the World's Columbian Exposition Mr. Peck was

unceasing, and he was prominent in its directorate from its organization. He was a member of the Board of Reference and Control, member of the Executive Committee, member of the Committee on Legislation, member of the Special Committee on Ceremonies, and chairman of the Committee on Finance, besides being the first vice-president of the corporation.

Mr. Peck was married in 1870 to Miss Tilla Spalding, a daughter of W. A. Spalding, of Chicago, and a woman esteemed for her many graces of mind and of person. They have four sons and two daughters. Their city home was for a long time at Wabash Avenue and Twenty-third Street, but in 1889 they removed to a new and handsome residence at 1826 Michigan Avenue. They have a summer villa at Oconomowoc, Wis. There Mr. Peck has become known as commodore of the Wisconsin Yacht Club.

Edward S. Dreyer. One of the most genial and popular business men of Chicago is Edward Schoetteln Dreyer, president of the Bankers' Association of the State of Illinois. No one can do business with him or converse with him without feeling the glow of his personality and the sense of his worth as a man and a citizen. The urbanity of his nature and the radiating warmth of his hearty expressions of fellowship have contributed not a little to his popularity and success. He possesses the rare capacity for forming lasting friendships, the gift which all men of generous nature never fail to have. It is a pleasure to do business with such men and an honor to stand in their presence, grasp their hands and call them friends. It softens the asperities of life and lends a charm to the rough and hurried process of money-getting. But the quality is a gift of nature, the stamp of the guinea, and is truly a mark of genius, because it defies the boundaries of individuality and sets the stamp of approval upon sociability and truth.

Mr. Dreyer is a native of Buckburg, Schaumburg Lippe, a province in the northern part of Germany, where he was born on August 5, 1844. His father, August Schoetteln Dreyer, who was born in Suelbeck, Germany, in 1813, and died July 30, 1855, was a man of liberal education, and for meritorious public service was granted distinguished honors by the German Crown. He was educated at the famous university at Goettingen, one of the best educational institutions in the land, noted for the excellence of its schools and the learning of its scholars. At the age of twenty-one years, after graduating with distinction, he entered the services of the German Government, and after passing through various grades of promotion was finally made government forester. This was a distinction, and indicated the performance of public service of wide importance and benefit. This splendid appointment conferred upon the family of Mr. Dreyer the hereditary right to the title of government forester, and comprised the adoption of a coat of arms with an allegorical representation of the public services he had performed, besides many immunities and emoluments incident to so exalted a position; the duty of forester embracing the care of all the beautiful parks and forests scattered throughout Germany.



E. S. Dreyer

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The mother of Edward S. Dreyer was formerly Louise Pieper, a member of a prominent German family, which also could boast of a coat of arms and valuable public service far back under the old kingdom. She was born in 1817, and died in Germany, January 16, 1850. It may be stated as a matter of history that many of the proudest family names of England were made prominent years before by the performance in Germany of great military or civic service, and were made the recipients therefor of exalted promotion of which a coat of arms was but the emblem of evidence of hereditary right to the title of honor. In almost all instances, also, there was adopted a family motto, usually in Latin, which tersely expressed the chief characteristic of the family. It will therefore be seen that Edward S. Dreyer comes of the best German stock, one that has become distinguished for meritorious public and private conduct, and was honored by hereditary recognition.

He was liberally educated in his native city at Hameln, in Hanover, and when near the end of his educational course was obliged, in obedience to the law of the land, to learn a trade, whereupon he adopted and mastered that of a carriage trimmer. Both parents having died when he was yet a child, he went to live with his nearest relatives until he had attained the age of fifteen years. During this period he spent the time hard at work in school, his expenses being defrayed by the government owing to the prominence of the family and its claim to the observance and reward. After finishing his schooling, and after learning his trade, he determined to change both his location and his business, and accordingly, after due deliberation, cast aside the titular honors of the family name and crossed the ocean to America, landing in New York in June, 1864, while this country was in the throes of a gigantic war of uncertain ending and results. Upon landing he came directly to Chicago, where he has remained to the present hour. He at once began to learn the language and customs of the country by attending business schools and colleges, mingling with the residents and acquiring an insight into the rights and duties of citizenship. Two years were sufficient to fit him for an auspicious commencement in business, and, accordingly, in 1866 he entered the employ of Knauer Bros., real estate dealers, in whose service he remained until January 1, 1870, when, as a reward of merit, he became a member of the firm. This was a rapid advancement for a young man without capital or experience, but it proves how quickly any person dealing with him or familiar with his thoughts and habits will become convinced of his ability and unswerving honesty.

He remained pleasantly and profitably associated with Knauer Brothers until February 1, 1873, when he withdrew from the partnership and established a real estate business of his own under the name of E. S. Dreyer & Co., which title has been used continuously down to the present time. When he began an independent business in 1873, his office was located at 72 Dearborn Street. The rapid growth of his business soon made it necessary again to remove to more commodious quarters, whereupon he located at 88 Washington Street, where he remained until 1885, when

he occupied his present spacious rooms at the northeast corner of Dearborn and Washington Streets. These various removals were made necessary by the phenomenal growth of his dealings, which required greater space for the transaction of his enormous business.

From the moment he began a separate business on his own account in 1873 he exhibited marked aptitude for predicting future trade conditions and for making profitable investments and disposals. He studied thoroughly the realty markets; nothing escaped his observant eye; the interest of investors were watched with extreme care; he was rapid in closing a bargain and in all his business relations begat a confidence and trust that aided him materially in successful ventures and rapid advancement. He grew steadily and rapidly in wealth and in popular favor, for all knew he could be trusted from the standpoints both of honor and judgment. Soon his popularity was not exceeded by that of any other real estate dealer in the city. This popularity and confidence alone were a fortune to him, for he took the greatest care of investors, and only placed their money after a profound study of the existing conditions of the realty market. From the time he began, back in 1873, down to the present day he has invested over \$100,000,000. The most remarkable fact about the investments of this firm is that during the entire twenty years it has never allowed a single investor to foreclose his mortgage and take the property. Thus the company has stood like a wall between the avaricious mortgagors and the helpless or unfortunate mortgagee, prudently protecting the best interest of both. It is safe to assert that no other real estate firm in the city can exhibit such a splendid record of just and honorable business methods.

As early as 1877, so rapidly had he amassed money, Mr. Dreyer founded his mortgage banking business and conducted it in connection with his real estate. From 1878 Robert Berger was admitted to the partnership, and is thus associated at the present time. These dealings of the firm are not confined to Chicago, but have spread out over the United States and crossed the ocean to Europe. In their banking department they employ eleven clerks. Their real estate transactions in this city are very large. They have handled large and valuable acre tracts and have subdivided and thus sold many. Formerly they did an enormous commission business, but now confine themselves mostly to the sale of their own property. Valuable tracts in all portions of the city are at present held by them. They formerly owned the old Chamber of Commerce and the property next south of it, for all of which they paid \$523,000, and a year later sold the Chamber of Commerce alone for \$625,000. They also took an active part in the organization of the Chicago Opera House Company and in the erection of its present building. They were prominently identified with the company which erected and prepared the panorama of the battle of Gettysburg, the first exhibition of the kind in the West, and one of the first in the world. Since the great fire of 1871 they have built fully 200 houses in all portions of the city. They

are one of the most reliable business firms and one of the safest banking institutions in the United States.

In January, 1892, Mr. Dreyer was elected president of the real estate board, and has taken the greatest interest in its advancement and success. He has also taken a conspicuous part in the movement to establish a National Real Estate Association. He took a most active share in the proceedings which resulted in the securing for Chicago the World's Columbian Exposition. He is a strong Democrat, and in December, 1884, he was chosen tax collector of North Chicago out of thirty-two candidates for the position, which fact attests his popularity and worth. The importance and responsibility are shown by his having to give a bond for \$2,180,000. In 1888 he was elected school treasurer of Lake View, and occupied the position until the annexation of that suburb to Chicago. He was one of the trustees of the Grant Monument Association and presided over the important occasion of the unveiling of the monument when completed. He was a member of the County Board of Education from 1890 to 1893, and is president of the Public Library Board and a member of the building committee for the new city library.

During the spring of 1885, when Mr. Harrison was elected to the mayoralty, Mr. Dreyer was president of the Democratic Campaign Committee, which campaign was skillfully and successfully managed, and in the following July he was appointed by Mayor Harrison a member of the City Board of Education, which responsible position, however, he was forced to decline, owing to the pressure of his enormous business. Other high offices have been tendered him which he has been forced to decline for the same reason. In July, 1894, Mr. Dreyer was unanimously elected president of the Bankers' Association, one of the strongest organizations in the West, comprising all the banks in the State of Illinois. He is one of the founders of the German Old People's Home, at Oak Park, and also one of the founders of the Schiller monument at Lincoln Park, and of the Reuter monument erected at Humboldt Park. He was one of the first subscribers to the project of building the Auditorium, the Schiller Theater, the Germania Club building, and to many other public and private enterprises in the city. He is director and treasurer for the Chicago Heights Land Association, the Cook County Democracy, and the Civic Federation, and was treasurer from 1891 to 1894 of the State Private Bank Association, and was director and terminal commissioner under Mayor Washburn, in 1892, and one of the first as such commissioners who officially recommended to the City Council the elevation of railroad tracks within the city limits of Chicago as the only remedy to do away with our murderous railroad crossings at grade. For many years Mr. Dreyer has taken a deep interest in the promotion of all projects for the amelioration of the poor of this great city, and has contributed liberally to the local eleemosynary institutions. He is treasurer for the West Park Commissioners of our city, treasurer for the Industrial Homes for the Blind in the State of Illinois, and treasurer for the Germania. He is a popular member of

the North Shore, Germania, Waubasec, Union League, Iroquois Clubs, and Turn Gemeinde, where his fraternal greetings and friendships are exhibited and enjoyed.

Mr. Dreyer came to this city poor and friendless, unacquainted with any one and unfamiliar with the prevalent language. He was \$60 in debt, but he had with him an indomitable spirit and steadfast integrity and was not afraid of work; and where is the German that is? He cast aside the favorable surroundings of an illustrious name in the fatherland, because he admired the independence, the give and take of life in the Great Republic. In less than a quarter of a century he has accumulated a large fortune and a reputation for patriotism, benevolence and honesty second to that of no other man in the city. He has many years of usefulness yet before him. His wife was formerly Miss Augusta Billingham, a native of Keokuk, Iowa, who has presented him with four children: Addie, Lottie, Edward S., Jr., and Florence.

William W. Weare. One of the most notable features of the industrial growth of Chicago is the readiness and sagacity with which young men grasp the business situation and become prominent, while yet little beyond the age of boyhood, in the commercial circles of this great metropolis. It proves better than anything else can the industrial character of our civilization. Boys enter the factories or offices of their fathers and become familiar with the arts of business enterprises and adepts in the science of commercial transactions before they reach their majorities; in fact, it is a matter of local history and public pride that some of the greatest trade establishments, and some of the most popular civic movements of this city were put in operation by young men. In a city like Chicago, which springs to immense proportions, as if from the stroke of an enchanter's wand, which is essentially and fundamentally a business center, even from the standpoint of pleasure, it will not excite surprise, although it will kindle admiration, to learn that many young men are managing vast industrial enterprises which apparently should be under the control of operators of riper years and wider experience. The reason is not hard to find, for they have been trained to the strictest business rules from boyhood and are amply equal, by descent and training, to the task of founding successful ventures and of managing them profitably afterward. However, it is rare to find in this wonderful city, where surprises in industrial circles are common, even a young business man who, while yet at school, conducted on the outside, business ventures involving the handling of thousands of dollars and requiring a profound insight into the mysteries and perils of commercial life. Such a young man is William W. Weare, the subject of this sketch.

He was born in this city July 16, 1867, and is the son of Portus B. Weare, who is now manager of the Chicago terminal elevators, successors to the old Munger-Wheeler line of elevators. The father was born in the State of New York, moved to Iowa in an early day, and in 1862 came to Chicago, where he has since resided, and become one of the leading business men. William W. received his early education at the Chicago schools, and in youth entered Racine College, at Racine, Wis., and, taking a full

course, was graduated in 1886 at the unusual age of nineteen years. He immediately thereafter entered Yale University, where he diligently pursued the severe literary course there prescribed for the period of four years, graduating therefrom in 1890 and leaving that famous school with an excellent education in all the profound studies likely to make life a success.

It was during his attendance at these two institutions that he began to display and develop his unusual capacity for business, and, in fact, during the whole period of his college days he was more or less engaged in important business ventures. In 1884 he engaged in the cattle industry in Wyoming and continued the same until 1889, owning a small herd and disposing of them with skill and profit. While at Yale University, deeply immersed in his studies, as he had to be to succeed in that strict school, he engaged in buying potatoes in carload lots and in selling them in New York and Jersey City. In these transactions he displayed remarkable business gifts, a wonderful insight into the intricate laws of supply and demand, and a marvelous power of anticipating future fluctuations of the markets. These unusual and valuable gifts have since been so sharpened and strengthened by experience in this city that now, as an all-round business man, he has few equals among either the younger or the older business men of Chicago. He is full of tact and fertile in resources, keen and comprehensive in observation, logical in his conclusions of the conditions of commerce and skillful and sagacious in carrying his projects into force and effect.

In 1890 he engaged in the commission business on South Water Street, under the firm name of the Weare & Tyffe Produce Company, but after a short time this was discontinued, and for one year thereafter Mr. Weare occupied a position in the real estate office of Dunlap Smith, where he gained a thorough insight into the subtle conditions of local realty operations. The knowledge and experience thus gained under the eye and hand of one of the ablest real estate operators ever in Chicago were really the foundation of his present prosperity and success. Possessing by nature just the combination of qualities to insure success in the business world, supplementing this natural aptitude with close study, careful conclusions and immediate oversight, Mr. Weare is now the safest and ablest young realty operator in Chicago.

In August, 1891, Mr. Weare began to handle realty and invest in the same on his own account, cautiously at first, but steadily widening his field of operations and multiplying his efforts until he is now one of the leading young real estate dealers of the city. He makes a specialty of Morton Park property, and particularly of many very desirable and valuable holdings on Sections 28 and 33 in the Town of Cicero. His success in so short a time has been unusual and phenomenal, but proves the correctness of his judgment. So strong is the popular belief in his honesty and trustworthiness that he has been given the management of the B. F. Stauffer subdivision on Section 28, Town of Cicero, which consists of 171 lots. As an example of his excep-

tional skill and ability in this, his chosen pursuit, it may be stated that on August 1, 1893, the day of the great Chicago panic, Mr. Weare sold sixty-three lots in the Stauffer subdivision for \$18,000, directly in the teeth of the panic and the hard times that were sure to follow. He has also been given the management of the Cudahy & Weare subdivision of Morton Park, consisting of 100 acres, and has adopted new, novel and superior methods in placing this valuable tract before the attention of investors. Soon after he began business on his own responsibility he was given the management of the Hawthorne Land Improvement Company, which owned 120 acres, all of which was divided into lots and half of which, except two lots, has since been sold by Mr. Weare. This alone is an excellent illustration of the discriminating judgment and tireless energy of Mr. Weare in advertising and selling his valuable holdings. The first year he built ten brick houses and the second year forty-two, and nearly all have been sold at satisfactory prices. Of the Morton Park property, consisting of 100 acres, only about twenty acres remain unsold.

Mr. Weare has shown rare and merited success in handling subdivision property. This fact is well known to the realty fraternity, and to all who have made a study of realty conditions and of the modern methods of operators. In the short space of about three years, by sheer force of business expertness, he has become one of the most prominent and most successful real estate dealers of the city, despite the fact that he started without either capital or credit. His honesty, dexterity, and ability are absolutely unassailable. His office is Room 220, 218 La Salle Street. In 1892 he became a member of the Real Estate Board, and early in 1893 a member of the Union League Club. He is also a member of the Phi Gamma Delta Society, of the I. O. O. F. and of the National Union. Although a nephew by marriage of J. Sterling Morton, the present secretary of agriculture, he is an uncompromising Republican. He was united in marriage in 1890, to Miss Martha A. Tucker, of New Rochelle, N. Y., who died October 28, 1891. July 12, 1894, Mr. Weare was united in marriage to Miss Amy Dinsmore Bushnell, who was born March 23, 1872. Mr. Weare has attained more than a local reputation as an expert musical whistler, and is a charming companion and a trusted friend.

William A. Merigold. If there is a citizen of Chicago who comprehends fully the possibilities of the city, that one is William A. Merigold. A man of quick perceptions and a suggester of radical and important changes, when change is necessary, he is truly Chicago-like in methods, and hence makes progress as the city progresses. Born at St. Catherines, Lincoln County, Canada, May 19, 1850, or five years after it was incorporated as a town, he accompanied his parents to St. Louis, Mo., in 1859, so that since childhood his life has been identified with the United States. His father, a native of Nova Scotia, was born in 1814, his mother, Ann Eliza (Chisholm) Merigold, a native of New Jersey, was descended from the frontier family of that name. The former was a splendid type of the Nova Scotian, being six feet and two inches in



W. A. Merigold

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height, well built and endowed with a sound constitution. In the village days of St. Catharines, and for fourteen years after it was raised to the dignity of a town, he carried on mercantile business there until 1859, when he established business at St. Louis, and brought his family to reside there. Some time after he removed to Amboy, Ill., and thence, in 1861, to Chicago, where he died. His widow died here also, having attained the ripe age of seventy-three years.

William A. Merigold came to Chicago when little over eleven years old. His school days were passed at St. Louis and at Amboy, and, as a boy's time was even then valuable at Chicago, his parents decided to place him in a business office. Finding a position as office boy with William M. Ross, he passed two years in his employ and the following two years, ending in 1866, in the Tribune office. In 1866 he entered the real estate office of William D. Kerfoot and there laid the foundations of real estate knowledge on which his successes have been built. He was clerk, book-keeper, salesman and we might add draughtsman, abstract-examiner and appraiser for Mr. Kerfoot until 1871, when his ability won for him a partnership. The history of the firm from October 10, 1871, to October 9, 1872, is related in every story of that extraordinary year. From the building of the little frame office on the curb line of Washington Street, before the smoke ceased to rise from the ruins in rear and front and sides, to that day of October 9, 1872, when the dedication of the new Chamber of Commerce announced the survival of Chicago, the young real-estate man labored late and early and took a full share in the work of the firm. In 1886 his long business connection with Mr. Kerfoot ended, for, knowing himself, he determined to enter business for himself and extend his usefulness as a citizen. Establishing an office at 183 La Salle Street, he widened the circle of his influence, suggested radical departures from the old methods of transacting business, and connected his name with every really good piece of property in Chicago and suburbs. Later he sought the spacious office at 156-158 La Salle Street, where the work of forty salesmen and clerks is directed.

From 1887 to 1890 the sales of building lots negotiated in his office exceeded in number and aggregate value all effected by small dealers, and equaled the total of the largest and oldest office in the city. In the matter of subdivisions, that phenomenally successful manner of making a city, he carried through the sale of several tracts which are now built up with fine houses, and one of which bears his name. The business from the office from 1886 to the close of 1892 has ranged from \$35,000 to \$75,000 per annum. The sale of down-town property, which is to the real-estate man what "fat matter" is to the typesetter, has claimed much of his attention. Through him the sale of the property on which Marshall Field's new store stands was negotiated and many other large transfers, approaching the million-dollar mark, were carried through by him. In addition to this he has superintended the construction of several modern city houses and commercial buildings. In 1890 the sale of the eighty-acre

tract bounded by Woodlawn and Cottage Grove Avenues and Sixty-fifth and Sixty-seventh Streets was negotiated by him as agent for Charles Counselman and other owners. Directing three branch offices within the city limits, he controls, so to speak, the regular patronage of owners, and his office is the rendezvous of buyers who generally find there the very piece of improved or unimproved property for which they are searching.

The renting and real estate loan department of this office are well organized. A large list of desirable flats, cottages and residences for rent is always a ready reference. In the loan department money may be had on most equitable terms and in the shortest possible time; for he has for clients such capitalists as Hon. James McMullan, of Detroit, Mich., and F. O. Mattheison, of New York. When the Chicago Renting Agents' Association was organized in the rooms of the Board of Underwriters, January 11, 1883, Mr. Merigold was looked upon as one of the organizers, and when the list of forty-three members was presented, on February 15 of that year, the name appeared thereon. In May following he was one of those who favored a change of name to that of "The Real Estate Board," and in June, when the new title was adopted, he was associated with Messrs. Pierce and Cummings in the preparation and publication of the constitution and by-laws. From that time until the present he has been a zealous advocate of the measures for protecting owners against the livery stable pest and other blackmailing dodges. A friend of any system which will simplify the transfer of real estate, he has espoused the Torrens' system as the most tangible. In January, 1892, he was chosen a member of the board's committee. His knowledge of city and county real estate, locations, values, prospects and owners, renders him an invaluable member of the Real Estate Board.

His marriage with Miss Emma L. Smith took place in 1874. To them two sons and two daughters were born, who reside with their parents. The brown-stone and brick building at 3984 Lake Avenue, built for Mr. Merigold in 1885, is now the family residence. Mr. Merigold traveled extensively in Europe during the summer of 1892, and on that trip, associated business with pleasure, for he studied the real estate system of the countries he visited, as well as the manners and customs of the people. Always liberal in sentiment, his travels made him doubly so; for in the great classic and gothic buildings of Europe, he found lessons and arguments and, in their histories, learned a thousand points unknown to the untraveled, who, unacquainted with a subject or naturally opposed to it, leave it severely alone. Mr. Merigold has formed a reputation for personal honor, which, with his clear, distinct, comprehension of business gives him a position in his own circle earned through thirty-two years of life in Chicago.

S. M. Moore.* As I sit down at my library table to sum up this man's life, my first thought is in line with the strong impression made upon me on meeting him for the first time years ago. "Did God ever send to earth anything finer physically than

*By Henry L. Turner.



Yours truly
Silas M. Moore

this creation of His hands?" I remember to have thought that if I could know that in the resurrection I should be clothed with such a body I should die content. Large men seldom realize what a tremendous advantage in life a magnificent physique assures. It is only to their less fortunate associates, who struggle to make good the lack of a commanding presence by the abnormal cultivation of other attributes, that the truth comes home. Often, as I have passed him on the street, the very cut and movement of the man have sent my thoughts off dreaming of King Arthur—Launcelot—Sir Galahad,

"Whose strength was as the strength of ten."

What a perennial fountain of happiness it must have been all these years to have lived in such a splendid temple of the soul!

Whether the man has been conscious of it or not, and certainly the pleasing effect has never been marred by any appearance of self-conceit, it is a fact that the massive head, square shoulders, towering height, supple loins, the strong and powerfully molded arms and legs and graceful, erect carriage, have given a thrill of pleasure to thousands on thousands who have met him day by day.

This is not said in fulsome compliment, but is the earnest feeling of one who looks upon a superb man as the finest creation in the universe.

In America, where every one of 65,000,000 people expects some day to be an uncrowned king or queen, we forget that figs do not grow of thistles. Though we pay for breeding-in a horse or cow, we shut our eyes to the actual determinative effect of breeding-in a human being. I do not know the facts, but I would warrant much that this man is born of a race of brawny men and healthful women. Certain it is that he is sprung from one of the oldest, one of the leading families of that land of good blood—New England.

Take the bold dash and recklessness of the north of Ireland, mix it with Scotch resolution and love of freedom, harden, solidify and make it homogeneous through Puritan descent, and you get the sort of mental and moral fiber which characterized the clean, strong New Hampshire ancestry to which Mr. Moore owes his existence.

Up there in Windham, where the cold winters temper and the boulder-bearing acres test every man's manhood year after year, Silas Moore, the father, and Hannah Moore, the mother, wended their way to the old Presbyterian Church and taught their children in the ways of Christianity.

We who live in the garden of the earth and have seen a New Hampshire farm can well believe that summer work in the fields gave Mr. Moore a good start in the way of brawn and muscle. I wonder how many of those who read this sketch look back with a curious sensation, as if they were viewing themselves in some other life, upon the time when they helped toward their own education by teaching in a "district school." All who have been through this experience will agree with me that there can have been in Mr. Moore's life no period of greater usefulness to others or

of more valuable formative effect upon his character than the four years which he passed as the successful head of the Chester High School and Academy. One learns to walk so much more surely and gracefully when teaching another how to step. But a New England academy found itself, as New England boundary lines have done so many times, too contracted for the enterprising spirit of the man who had climbed to its head. The broad, free, vigorous West allured the breadth, freedom and vigor of the man. He came, he saw, and the West kept him. Locating at Mendota, it was not long ere the magnetism of a dashing young city drew him away and he settled permanently in Chicago.

Of his business career all Chicago knows. Beginning with nothing, through hardship, economy, enterprise, he built up and conducted for many years the largest insurance business in the West.

I well remember meeting him on one of those terrible days succeeding the great fire, when it seemed as if everything save honor and life was gone, and can recall how greatly my own soul was lifted up and strengthened by his noble hope and undaunted courage. Certainly the \$6,500,000 paid out through his house to policy-holders, with such splendid promptitude, did much to make possible the city's resurrection. Gradually dropping out of insurance as his real estate interests grew, he has of later years given all his business time and thought to the great firm of E. A. Cummings & Co., of which he has been a member for a quarter of a century. When the time comes when his tall figure stoops a little, and the strong legs weary a trifle in passing up and down our streets, he can look back upon a busy career and enjoy a well-earned, well-utilized competency.

His home life has been one of mingled joy and sorrow. But the sunlight has predominated. Out of his loins have blossomed some of the fairest, sweetest flowers of womanhood that ever spread their fragrance to the world. It is one of the pleasures of memory to recall these graceful children growing up into beautiful, worthy womanhood.

In his relations to the public he has been a worthy citizen, a generous giver, a staunch supporter of law and order. From personal association I can testify to his devotion to his church. His Christianity has been genuine, but neither technical nor narrow.

Beginning my own life in this city as an employe of the *Chicago Advance*, I knew him as one of its founders and most hopeful, generous supporters. A member of various clubs, his heart has gone out more fervently to the Congregational Club than to any other.

As a friend of many years' standing, as a business acquaintance, as a citizen, it gives me rare pleasure to say of Mr. Moore that which I hope, when I have gotten a little farther on in life, some appreciative comrade may truthfully say of me: He has lived his life before us all. It has been a true life, a busy life, full of hope and faith





Yours Truly
L. E. Ingalls

and charity. I trust the joy and the sunshine of it all may stay with him and flood every year of life until its close.

Lewis Ellsworth Ingalls. Of all the business enterprises of Chicago none has offered a better field for the purpose of money-making than that of real estate. So phenomenal has been the territorial growth of the city, so marvelous its increase in population, and so swift its advancement in wealth and the departments of art, that prudence and persistence have usually been sufficient to bring their possessor a handsome fortune in a few years. But though the realty industry has expanded with giant strides, the lumber industry has almost kept pace with it; in fact, the two have run neck and neck over the entire course down to the present date. Mr. Ingalls has really pursued both of these branches of business, though at different times, places, and under different circumstances. He has been identified with the real estate industry of the city during the most memorable period in her stupendous commercial history. His business acuteness, searching observation, sound and reliable judgment and steadfast principles of integrity have left their impress upon some of the greatest realty transactions of the last decade, and upon some of the shrewdest financial operations of the same period. It is useless to ascribe continuous success in the financial world, amid monetary and commercial convulsions and in the face of heartrending domestic bereavement, to that most delusive of all chimeras—luck. A man of genius creates his own luck. He grapples with obstacles that affright the fainthearted and shapes conditions to the crucible of his own will. He becomes the master of the primary surroundings of his business, and like men upon a chess board, moves his factotums of trade so as to win the game of industry and finance in the teeth of sharp competition, and in spite of unfavorable environments. But one of the most striking facts in connection with the real estate operations of Mr. Ingalls is the celerity with which he has sprung into prominence in this promising field. He took the correct view at the outset, saw with certainty the points and lines of suburban development, and placed his available capital where it was sure to reap the greatest reward. It will be interesting to note the previous business training and experience of a man who has shown such unusual commercial capacity.

The father of our subject, Henry Ingalls, was born at Walpole, Vt., April 10, 1800. His mother, Louise (Royce) Ingalls, was a native of Essex County, N. Y., and was born in the year 1801. When Illinois was on the very borders of civilization and everything was in its primitive state, he, with his family, emigrated to what was almost a *terra incognita*, and settled in Will County, in Township of Dupage, where our subject was born October 26, 1839. In 1856 his mother died in Dupage County. His father died at Naperville, Ill., April 10, 1875. Their union resulted in a family of twelve children, of whom Lewis Ellsworth was the eighth. The early life of our subject was that of thousands of others who were born and reared on a farm in the first half of the present century. The labor was severe and continuous for nine months of

the year, with an interval of about three months in winter, when he was expected to learn reading, 'riting, and 'rithmetic in a country school; and the fact that with only these advantages he has risen to his present position, speaks as nothing else can of his native energy, perseverance, and ability. When he was sixteen years old he left home and began his struggle of life alone. For the next three years he was employed as a farm hand, but used all his spare moments and the short winter school months to improve his deficient education. When he was nineteen years of age he went to Iowa and began farming near Waterloo. During the winter he engaged in trapping, then in that State a lucrative calling. This he continued for four years, when he returned to Dupage County, Ill., where for the next three years he engaged in farming. Tiring of the continuously hard and unprofitable labor of farm life and the loss of all he had made, he removed to Claybanks, Wis., where for a year he was engaged in getting out lumber. Foreseeing the advantages of location and anticipating the phenomenal growth of the upper Lake Michigan region, he returned to Illinois and opened a lumber yard at Naperville, but in a few months sold out his interests there and removed to Lemont, Ill., where he opened another yard under better and more promising circumstances. With the money he had acquired in these, his first few business ventures, he purchased a farm, in 1869, of 300 acres within two miles of the courthouse at Joliet, later purchasing an additional 400 acres near the same place, and these four farms are without doubt equal to the best arranged farms in the State.

It has always been the ambition of Mr. Ingalls to ascertain by practical experience to what extent applied science and scientific methods could be made to supersede, in practical results, the methods in vogue among the average farmers. He removed to this farm in 1870 and has resided on it ever since, and it is only necessary to visit the place and witness its thriving condition to be able to decide what the result is and to what the cause should be ascribed. It is impossible to witness the present condition of his farms without admiring the genius and indomitable energy and perseverance of the mind which conceived it and put it into execution. This home farm adjoins the famous farm of Mr. H. N. Higinbotham (President of the Columbian Exposition), and on it Mr. Ingalls has established a sod race track, which is confessedly the best race course in the United States. At the present time there are 126 horses in training at this track, while there is stable room for 300 in all. For several years Mr. Ingalls has given special attention to the raising of good stock of all kinds, and especially horses and cattle. Upon his removal to Joliet he established a lumber yard there, but sold out about a year afterward and turned his attention to carrying on his farm and to the real estate and loan business, which he conducted successfully until 1887, when he opened an office at 175 Dearborn Street, where he is still located. Upon his arrival here for the transaction of a realty business the whole city was pulsating intensely with superabundant vitality, and the commercial future seem filled with bright promises. The so-called down-town districts, almost in

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Wm. R. Kerr.

a night, like Lord Byron, had awakened to fame, having doubled or tripled in value ere the owners were aware of the marvel. In every direction realty advanced so rapidly in worth that as fast as possible old leases were canceled and increased to correspond to the new valuation. It was not a boom, but a legitimate growth in full accord with the interest-bearing importance of the property under the newly estimated worth. Suburban property in every quarter felt the good effects and likewise doubled in value. The realty business proved of so much importance that many of the shrewdest business men of the West engaged in that occupation here, and the result was one of the sharpest competitive eras ever known in the industrial enterprises of the city. Mr. Ingalls entered the field and employed all his sagacity and ability, and in a very short time was recognized as one of the keenest of the real estate operators here. His business dealings increased rapidly and large profits were frequently placed to his credit. From that date down to the present he has continued to enjoy a large and lucrative trade, and has done a total business of \$10,000,000, a sum whose magnitude staggers the comprehension. Few new houses here can boast of so prodigious a business. It was simply due to the persistent energy, strict integrity, and the thorough knowledge of real estate values of Mr. Ingalls.

In 1882 Mr. Ingalls established the first electric plant in Joliet from which has grown the Economy Light and Power Company, of which he is treasurer and general manager. This plant is one of the most complete plants in the State. In Chicago Mr. Ingalls is president of the American Stone Company and treasurer and trustee of the Harrison International Telephone Company, the main offices of which are at 44 and 46 Wall Street, New York City.

Mr. Ingalls is a member of the Real Estate Board, and the Union League. In Masonry he is a Knight Templar, being a member of Commandery No. 4, at Joliet. Mr. Ingalls is a man of prepossessing manners, affable and courteous, and to know him is a pleasure. He intends to close out his business interests as fast as possible. He has always been an earnest supporter of the Republican party and its principles; but, although frequently and earnestly solicited, could never be induced to accept office, being content to work in the ranks. It will be seen from the foregoing facts that Mr. Ingalls owes his success in life wholly to his unaided efforts. Beginning business life at the lowest round of the ladder, and at the early age of sixteen, his struggle has been an earnest and conscientious one, having always an upward tendency. He was married October 22, 1865, to Miss Millie Emerson, of Dore County, Wis., who died at Lemont, Ill., March 10, 1868. He was married the second time to Miss Esther E. Bartholemew, of Marengo, Ill., by whom he has had four children. Their names are as follows: Millie R., born October 16, 1870, and died at Dansville, N. Y., September 22, 1892; Royce K., born December 1, 1872, and died in April 27, 1894. Myra R., born January 1, 1874, and Charles L., born December 19, 1874, and died in 1881.

William R. Kerr, and West Pullman, Ill. The history of West Pullman up to date shows what vast results may be achieved by one man who can accurately

measure the possibilities of expansion in and around Chicago, can forecast the requirements of a community, and persuasively use as arguments the facts which lie ready to his hand, but are not appreciated by those who lack the acumen to perceive their force and bearing. When William R. Kerr turned his attention to the site, in the latter part of 1891, it was destitute of railroad facilities and about as uninviting a spot as any that could be found within several score miles of the business center. But he recognized its fitness to become the seat of a busy hive of human industry, secured the right of way for a branch line of the Illinois Central to run through the tract, induced the railroad company to undertake to build the line, and then found the rest comparatively easy. Boston and Chicago capitalists were ready to furnish all the money needed for carrying out the comprehensive scheme when it was properly presented to them. And they and others will be equally ready and willing to subscribe capital for other enterprises in and around the city. Each one that is established there forms an additional reason and attraction for others to come on the principle which once made all roads lead to Rome after that city had achieved an undoubted position as a metropolis of the empire.

William R. Kerr, the originator and founder of West Pullman, and secretary and manager of the West Pullman Land Association, known as one of the representative business men of the United States, was born at Dayton, Ohio, September 11, 1849, a son of James Madison Kerr. The father, a native of Montgomery County, Ohio, born in 1816, was a prominent business man in his day and was well known as the first secretary of the Old Dayton (Ohio) Gas Company. During the Civil War he was a Government contractor, and in the fulfillment of his contracts, was located at Leavenworth, Kan., where he was also for a time a banker. After the war he went to St. Louis, where, as the head of the firm of Kerr, Howe & Co., he was in the commission business, till he closed out his interests there to remove to Chicago, where, during the past fifteen years he has lived retired from active participation in business. The Kerr family were among the pioneers in Ohio, and in that State was born, also, in 1816, Mr. Kerr's mother, who died in Chicago in 1890.

William R. Kerr was the younger of two sons of this worthy couple. He acquired his primary education at the Canandaigua Academy, at Canandaigua, N. Y., and while a student there occupied the same room that had formerly been the dormitory of Hon. Stephen A. Douglas. Subsequently he was a student at the Northwestern University at Evanston until some time after the beginning of the war. At this time, as will be inferred, his parents were living at Leavenworth, Kan., and thither Mr. Kerr repaired and enlisted in the ninety days' service during the last year of the struggle. In 1867 he returned to Chicago, and, as a member of the firm of James M. Kerr & Son, engaged in the real estate business, with an office at 123 Clark Street, and another in Evanston, handling both Chicago and Evanston property. This was the beginning of his career here, which has resulted in placing him in the very front rank of the extensive real

estate operators of the whole country, a career which, however, was broken into by his connection with other important interests mentioned further on.

In 1868 Mr. Kerr became special agent and adjuster for the Hartford Fire Insurance Company, with headquarters at Des Moines, Iowa. In 1870 he was made secretary and general manager of the St. Joseph (Mo.) Fire and Marine Insurance Company, and was located at St. Joseph until the fall of 1873. At that time he removed to New York City, where he formed a partnership with Charles M. Peck and engaged in the general insurance business with offices at 69 Liberty Street. In 1875 he was appointed general western manager for the Scottish Commercial Insurance Company, of Glasgow, Scotland, in charge of its entire business from Pennsylvania to the Rocky Mountains, with headquarters at St. Louis until 1878 and later at Chicago. In 1880 the Scottish Commercial Insurance Company was consolidated with the Lancashire Insurance Company, and Mr. Kerr declined to represent the latter and during the ensuing year traveled extensively through Europe with his family. In 1882 he was appointed general adjuster for the Fire Association of Philadelphia, which position he filled for one year, relinquishing it to associate himself with W. H. Cunningham in a local insurance agency in Chicago, with headquarters at 175 La Salle Street. This enterprise he managed successfully for five years, when he retired from it to again engage in the real estate business.

In June, 1891, Mr. Kerr secured an option on the land then called "the Morgan tract," now famous in real estate circles and known everywhere as West Pullman, a property that at that time was an almost unbroken cabbage patch, but which, as a result of the labors of the West Pullman Land Company, which Mr. Kerr organized and the affairs of which he has successfully managed, is a town which now contains more than a hundred dwellings, numerous substantial blocks of brick and stone, and seven or eight manufacturing plants, and has paved streets, cement sidewalks, sewers, city water, city schools and other improvements. And it has only just begun to grow, for additional plants are being constructed there, more houses are going up, and it has become necessary to consider the way in which extensions of the residence improvements shall be made so as to provide in a comprehensively economical manner for the far greater wants of the near future. As stated by one of the men who have "joined the innumerable caravan" in locating at West Pullman, "Chicago is the greatest shipping point in the United States, and no manufacturer can afford to avoid it." The material is all around, the fuel needed for the cheap production of power is near, and the facilities for collecting the material and distributing the product are unsurpassed by any manufacturing center in the world. And the city constitutes the focus of supply for a vast area of consumption, which is ever filling up with a denser population, while its inhabitants are individually more able to buy and consume with an increase of prosperity in each succeeding year. Already manufacturers at the East are discovering that they cannot compete with those of Chicago in catering to the

needs of the great West, and they are deciding to locate here, sharing the advantages of position which the place affords and becoming identified with its ever-growing industries. These, and the men who are attracted from other areas, will find plenty of space in the Calumet region, and doubtless it will be extensively resorted to, till the whole of that important section is bristling and humming with industry, as Pullman and West Pullman are to-day. The race is one in which the success of the contestants is ever attracting fresh competitors for the honor and profit of the position, and the close of the fair but made room for this more permanent expansion, which seems destined to be a prominent factor in the growth of Chicago, till it is the greatest city in the world.

The firm of Wm. R. Kerr & Co. has been recently organized, and it is composed of Messrs. Wm. R. Kerr and Richard Kerr. The offices are centrally located in Suite 401, Title and Trust building, No. 100 Washington Street. The specialty of the firm is high-class residence property (vacant and improved) on the South Side, including Hyde Park, also centrally located business property. The firm manages property for resident and non-resident owners and attends to all business entrusted to it for investment, manufacturing, business sites, or the loaning of money on mortgages, taking care of estates, collecting rents, placing insurance, making repairs, etc.

In politics Mr. Kerr is an intense Republican in State and National affairs, but in local and municipal politics he is disposed to be to some extent independent. In 1889 he was elected town collector for the town of Hyde Park and served in that capacity until 1890, when Hyde Park was annexed to Chicago. In 1890 Mr. Kerr was elected to represent the Thirty-second Ward in the City Council, and three times has been re-elected to the same position, and enjoys the distinction of being one of the few Republicans saved from the wreck of the Democratic mayoralty landslide of April, 1893. He is a strong man in the City Council, and has been upon many of the most important committees of this aldermanic body. In 1892 he was elected a delegate from the First Congressional District of Illinois to the Republican National Convention held at Minneapolis in May of that year. In this convention he was the leading Illinois Blaine representative in all the conferences held with a view to the nomination of James G. Blaine to the presidency, and led the fight against the Culom-Cannon combination in the Illinois delegation which prevented a polling of said delegation favorable to Mr. Harrison. He was a conscientious Blaine supporter and believed with the majority of Republicans that Mr. Blaine's nomination meant success in the following November as surely as it was proven that Harrison's nomination meant defeat.

The residence of Mr. Kerr, which is one of the finest in the Hyde Park district, is located at 5126 Washington Avenue, and was completed April 15, 1893. Mr. Kerr was married October 6, 1868, to Miss Mintie Sue Miller, eldest daughter of Hon. William E. Miller, of Des Moines, Iowa, ex-chief justice of the Iowa Supreme Court.

Library
of the
University of Chicago



Norae A. Hulbuh

To Mr. and Mrs. Kerr have been born these three children: Eugenia, Lulu and Ralph. Mr. Kerr is a member of the Illinois Union League, and of the Hamilton and Hyde Park Clubs, of the last of which he was the originator. In every relation he ranks as one of the leading men of Chicago, successful beyond the hopes of his most sanguine friends, helpful in all things tending to the city's advancement, and honored by a very large circle in Chicago and throughout the country for his upright character and the splendor of his fairly won achievements.

Horace A. Hurlbut. In the last two years of Chicago's triumph and world-wide fame, just before the people of all the earth gathered to participate in its glory and rejoice with Chicagoans in the world's progress, Death, with its proverbial partiality for a shining mark, gathered from life some of the men who made Chicago what it is, and deprived other men of the privilege of hearing them tell the story of her struggles and successes during the years when the world knew little of her. But the evidence that they lived and labored is everywhere visible, and they are honored none the less by their fellow-citizens because they were called from participation in the rejoicings of 1893 over the prosperity of America, in whose cluster of municipal brilliants Chicago is the central and brightest gem. A dozen names of such men might be mentioned. In this connection one is significant and most prominent—the name of the late Horace A. Hurlbut, merchant and real estate dealer, pioneer, capitalist and promoter of the city's growth and prosperity.

Mr. Hurlbut was born in Morristown, St. Lawrence County, N. Y., February 23, 1831, a son of Horace and Elizabeth (Judson) Hurlbut. His father was a prominent man in that part of New York State, and was recognized and honored as one of the pioneers of his county and was made the recipient of numerous important offices under the general Government, which he held under appointment by the old Democratic Presidents, for to that party the Hurlbuts, father and son, yielded their allegiance to the end of their lives. He gained his primary education in such public schools as were in vogue in his native county in his youth, and later, until he attained to the age of sixteen, was a student at the old Ogdensburg Academy, to which many other men who have become prominent have ever owed in some measure their success in life.

In the spring of 1850, after some little connection with the retail drug trade in a country town, he carried out a well-defined determination to come to Chicago and cast his lot with the sturdy men who had laid the foundations of the present great World's Fair city. He was only nineteen years old, but he was self-reliant and ambitious, and he felt within him a most potent faith in Chicago and its future, and was determined to make a place for himself here and succeed, if success could be achieved in any honorable and creditable way. It was a daring resolve for one so young and so inexperienced in city ways, but it was daringly carried out to a triumphant issue.

His experience in a country drug store predisposed him to seek employment in the same business, in which he could make available such knowledge of the trade as he had been enabled to gain. It was in a very humble capacity that he entered the service of J. H. Reed & Co., wholesale druggists at Lake and La Salle Streets, a stanch, early firm well remembered by all old residents of Chicago, but so valuable did he make himself to the house that, only three years later, he was admitted as a partner, a relation which he sustained until 1867, when he purchased Mr. Reed's interest and the style of the firm was changed to Hurlbut & Edsall. The concern was regarded as one of the largest and most successful in its line in the West until 1871, when the store and the entire business were swept away by the great fire. In this crisis, the sterling character which had enabled the New York country boy to become a partner in a great commercial house in three years did not desert Mr. Hurlbut, and he at once set about the Herculean task of rehabilitation. The business was speedily reestablished, and in 1875 the firm name became H. A. Hurlbut & Co., and so continued until 1882, when Mr. Hurlbut disposed of his interest in the drug business and opened a real estate office in company with his former partner, Mr. J. H. Reed.

It was but natural that he should have decided on this course, for he had for some years previously been successfully dealing in real property and making investments and loans for eastern capitalists. At that time there was great prejudice against Chicago investments, but, in consequence of Mr. Hurlbut's firm belief in the future of the city and the unlimited confidence which certain capitalists reposed in him, several millions of money were entrusted to him for investment and by him placed in some of the largest business blocks in the city. This and similar efforts had caused him to be recognized as one of the merchants most closely identified with the development and enlargement of Chicago's trade and commerce during the struggle for the extension of business in that most trying period from 1850 to 1875, when Chicago became unquestionably the leading city of the West.

As a real estate man, Mr. Hurlbut conducted a general loan business and was the recipient of large trusts, including the settlement and management of numerous large estates, among them the W. F. Storey estate, of which he was appointed receiver and gave bonds in the sum of \$250,000 for the faithful discharge of his trust. He was a busy operator for years, standing shoulder to shoulder with those most influential in the upbuilding of the city and all of its important interests, manfully performing his part and never flagging in zeal and enterprise, until compelled by failing health two years ago, partially, at least, to surrender the cares of business to his son, Horace E. Hurlbut.

Mr. Hurlbut was married in 1858 to Miss Emma Edsall, of Waddington, St. Lawrence County, N. Y., who bore him two sons, Josiah R. and Horace E. Hurlbut, and who, with her two sons, survive him. Mr. Hurlbut was identified with the Fourth Presbyterian Church of Chicago, of which he was elder for thirty years, and was most

liberal and helpful in the support of all its immediate and auxiliary interests. He was also one of the early friends of the Theological Seminary of the Northwest, now the McCormick Theological Seminary, of which he was one of the most generous and influential promoters. At different periods of the history of the institution he was its treasurer and one of its trustees under the old regime and title and the new. In a general way his benefactions were numerous and liberal, and his interest in public charities and institutions designed to aid any deserving class of his fellow mortals was most beneficent. In business he was successful, because he deserved to be, and in all the relations of life he was useful, because he always recognized an obligation to mankind in general and to Chicagoans in particular; yet he did as much for the world and Chicago as they did for him, and the splendid prosperity everywhere visible in this great city is the most fitting monument to those whose faith and enterprise, like his, prepared the way for it.

William D. Kerfoot. We have now to review the life of a well-known citizen, who came here at the beginning of old Chicago's progress, one who remained to witness her destruction and to be the first to answer the call for rebuilding a city: He settled here in 1854, when the population was only 65,872, or about the twenty-second part of its present population; when the 40 miles of railroad, opened in 1850, had grown to 2,933 miles, and 58 passenger and 38 freight trains entered and left the town daily; when only 16,000,000 bushels of grain were received in a year; when the Bull's Head Tavern stood far away on the prairie; when water was first supplied to the homes and stores of the town; before the *Tribune* was established, and while yet a remnant of Ft. Dearborn stood near the river—a reminder of the past. He is a pioneer of the middle period, of the renaissance period; of the commercial period, and of the educational and art period of Chicago, the respective periods beginning in 1850, 1872, 1882, and 1892.

William D. Kerfoot was born April 16, 1837, at Lancaster, Pa. His father, Dr. George B. Kerfoot, was a distinguished physician of that district from 1830 to 1851, and honored as a writer on medical subjects. William D. received a fair education in the schools of Lancaster, and from 1852 to 1854 applied himself to literary studies at St. James' College, Maryland. On his arrival in Chicago in the year 1854 he found employment in the real estate office of James H. Rees, but soon after entered Thomas B. Bryan's office as clerk, where a wider field for the study of real estate and financial transactions was presented. His natural aptitude and keen perception showed him the advantages this position held for him; for while attending faithfully to his duties as clerk, he could prepare to take more than an employe's place in the future. His ambition, acquired knowledge, and Chicago, brought him into prominence in the old real estate circles of the city long before the time his first hopes pointed out, and, at 89 Washington Street, where the United States Express Company's building was erected in 1872, he established himself as a real estate and financial agent. His indus-

try, courage, and ability won for him a large number of customers at once and the list of his friends increased annually until October, 1871, when the great fire swept away his office and left him poor indeed.

At 10 o'clock on Monday morning, October 9, 1871, Lind's block stood alone among the ruins of the South Side, like a spirit in a shroud of smoke. On Wednesday, the 11th, a little frame office building suddenly sprung up on the curb line of Washington Street, outside the old building line of No. 89, and the same day the sign and bulletin boards were attached to the little building.

From that date to September 30, 1872, there were 7,140 real estate transfers recorded, the total value being \$42,007,286. At that time purchasers were compelled to rely upon the statements of agents and owners, as the county abstracts were destroyed and private abstract concerns charged prohibitory prices. The name of W. D. Kerfoot was a magical one then, and the little frame structure became the rendezvous of buyers and sellers. He collected all the plats, maps and documents possible to reinforce his personal knowledge of property, and became the medium through whom millions worth of property changed hands. The history of the rebuilding of the city is partly a history of Mr. Kerfoot; for his dealings with eastern investors, who flocked hither, were coextensive with local patrons.

One of the first modern office buildings of the city, the Chicago Opera House, was conceived by him and the syndicate organized by him. The lot on which this ten-story brick structure stands is 107 feet on Washington Street by 180 feet on Clark Street. The contract between the Chicago Opera House Company and the Pecks, made in 1884, provided an annual rental of \$30,000 on a valuation of \$500,000, and a proportionate rental on each revaluation of every five years. The completion of this intricate deal and the demolition of the old pleasure resort, The Tivoli, to make way for the new building, must be credited to Mr. Kerfoot. How far his ideas dominated the councils of the Title Guarantee and Trust Company (of which body he is a member and director) in building the magnificent house on Washington Street, is not known to the writer. That they were expressed on the side of progress is a natural inference.

In the organization of the Real Estate Board he took a most active part. Signing the call for a meeting of real estate men, he also signed the articles of association, January 11, 1883, when the title was 'Chicago Renting Agents' Association, and was the first to acquiesce in the present title, adopted June 4, 1884. The same year he urged that measures be taken to protect residence streets from the blackmailing operations of saloon and livery-stable keepers. In 1886 he took a decided stand against the policy of the Recorder of Deeds of Cook County in closing out abstract men, and the same year went before the Legislature to promote the bill known as "The Rest of Titles Bill." The drainage question won some attention from him early in 1889; the Torrens system of real estate transfers claimed his study later; and later the World's Columbian Exposition, in the affairs of which he was most interested, monopolized the leisure hours which he took from home and real estate business.

Thomas B. Bryan, in whose office he found employment shortly after coming to Chicago, speaking of him in recent times, said: "I have no hesitation in pronouncing W. D. Kerfoot one of the very best real estate agents it has ever been my good fortune to know. He is possessed in an eminent degree of just those qualifications of sterling probity, conscientious conservatism of judgment, zeal tempered with moderation, methodical and tireless energy that specially adapt him to his chosen profession." A large holder of real estate and leading lawyer of Chicago made the following statement: "I have no hesitation in saying that, in my opinion, William D. Kerfoot stands at the head of the real estate business in Chicago. He is a man of very large experience and information. Having come to Chicago when a young man and being peculiarly fitted for this business, he has easily kept pace with the development of the city. In fact, he is one of the most important factors in its growth and development. He is a man of large acquaintance and has the confidence of the people, not only in Chicago, but also in the great financial centers of the East and in London, England, as is shown by the clintage he has built up there. Millions of dollars have been invested in Chicago on Mr. Kerfoot's recommendation by people who have never seen the properties, and in every instance they have been well pleased. His judgment as to values, income, etc., is something remarkable in its accuracy. It is the practice of the courts and of members of the Real Estate Board to accept him as an authority on realty values and the soundness of titles." A prominent banker, referring to him, says: "I have known Mr. Kerfoot nearly thirty years, and regard him as one of the most successful business men in the city. He is a man of the highest moral character, and is possessed of a keen intellect and unusual business capacity. Though a very busy man, he is always ready to devote his time to public affairs. He is now chairman of one of the most important committees in the World's Fair Directory. As president of such business enterprises as the Chicago Opera House building, his ability and tact have brought success. No one can make the acquaintance of William D. Kerfoot without being convinced that he meets a broad-minded Christian gentleman." Were the opinions of the army of his friends and acquaintances placed in writing, thousands of testimonials of this character might be given.

From 1877 to the present day, Mr. George Birkoff, Jr., has been a partner of his. Prior to that year he transacted business without a partner.

His connection with the Title Guarantee and Trust Company, the Chicago Opera House Company, the Chicago Real Estate Board, and the World's Fair Directory claimed a large share of his time. In World's Fair circles he was known as chairman of the Agricultural Committee, and an active member of the committees on executive work, ways and means, and dedication. The services of such a man to such an enterprise may be estimated from the point of view of his thorough knowledge of Chicago, of men, and of affairs.

His marriage with Miss Susan B., daughter of Wm. B. Mooklar, of Mason County,

Ky., took place in 1865. To them eight children—four sons and four daughters—were born, of whom one son and three daughters are living. Amid the increasing demands of business he aims to enjoy the pleasures of home, and succeeds in his aim; for, it is said, there is no happier or more lovable home in Chicago than his. Friends, as numerous as his acquaintances, assemble there to learn happiness or to converse on Chicago's past and speculate on Chicago's future. The head of that household, while building up for himself reputation and fortune, has within forty years directed thousands to investments which invariably brought the investors wealth, thus making his clients partners in his own prosperity. In whatever light his Chicago life may be reviewed, his excellence as a citizen and his integrity as a business man must be acknowledged.

John A. Bartlett. We have now to speak of one who did more than any one of his contemporaries to convert the prairie, once known as the "Town of Lake," into one of the best improved sections of this city. Coming here when the population of Chicago was less than 66,000, some time before streets were graded or the old buildings raised above the original marsh, he was here when fire swept over 125 acres, and left in ashes all the monuments to progress raised between 1854 and 1871.

John A. Bartlett was born at Oxford in Worcester County, Mass., April 8, 1829. The pioneers of the family in America had settled farther south in the seventeenth century and their descendants were among the men of the Quinebaug Valley in the ranks of the Connecticut line of the Continental Army from 1776 to 1781. His father, Eleazer Bartlett, Jr., was born at East Killingly, Windham County, Conn., in 1800, and died at the ideal New England town of Webster, Mass., April 12, 1861, while the echoes of the guns of Fort Sumter were carried over the land. His grandfather, also named Eleazer, was born in Connecticut, in the Quinebaug country, where he became a well-known farmer and miller, and where he resided until his death. Eleazer Bartlett, Jr., was reared on the homestead farm, learned something of machinery in his father's mill, and later, at the age of twenty-five years, extended this knowledge in the machine shops which sprung up throughout New England after the Revolutionary War. For seven years he manufactured woolen and cotton goods machines, and for twenty-three years prior to April, 1861, was the agent for Samuel Slater & Son, at Webster, Mass. Mrs. Harriet (Ashcraft) Bartlett, who married Eleazer Bartlett about the year 1828, was born in Brooklyn, Windham County, Conn. Shortly after, she accompanied her husband to Oxford, Mass., where she died early in the twenty-seventh year of her age. The Bartletts of Connecticut are very well represented to-day in Massachusetts, but the pioneer Ashcraft family of Windham County, Conn., has not a living representative of the name. The youth of John A. Bartlett was passed in the manner common to Massachusetts boys of that period. He began his school life at Oxford and ended it at Webster in 1846 or 1847. He then entered a machine shop as apprentice, and, according to the notions of the period, passed six



John A. Bartlett

Abstract

years there learning the trade. A boy of his character could have learned six trades in that time, but the law as it was then applied did not acquiesce in the boy's opinion of himself and of course the old laws of Massachusetts, however dark and exacting, had to be obeyed. That he emerged from the old shop a full-fledged, practical machinist cannot be doubted. When he attained his majority the old Continental Guard and a thousand Lafayettes could not induce him to continue work in the machine shops of his native State, for he saw in the West a wide field where knowledge and work could win without an apprenticeship.

On October 13, 1854, he visited Chicago; in 1855 became identified with its mercantile life, and in 1870 with real estate affairs. In 1855 the firm of Rawson, Bartlett & Co. was formed to carry on the wholesale boot and shoe business at 221-223 South Water Street. The population had increased within a year from 65,872 in 1854 to 80,028 in 1855, so that a reasonable chance of business success in that line appeared. In 1859 the title was changed to Rawson & Bartlett, and the removal to more spacious quarters at 24 Lake Street effected. There they lost nearly all the stock in the fire of May, 1860, but with an enterprise characteristic of New Chicagoans, carried what was saved to a vacant store at No. 30 Lake Street, supplemented it with new goods and carried on their extensive business as if nothing extraordinary had happened. The death of Mr. Rawson in 1862 led to a reorganization of the firm, with a brother of the deceased merchant senior partner. In January, 1866, Messrs. Hoswell and Bush were admitted. In 1867 Mr. Rawson retired, and the firm name Bartlett, Hoswell & Bush was adopted. In 1869 Mr. Bartlett sold his interest to S. W. Rawson, the same who retired in 1867, and his connection with the wholesale boot and shoe trade, of Chicago, of which he was a pioneer, ended.

His travels in California during the year 1870 were purely in the interest of his health, and incidentally in that of a knowledge of the great western country, to which Chicago was then, as it is now, the gateway. Returning to this city in the summer of 1870 he entered into partnership with A. P. Downs in the real estate business, shared in the immense volume of real estate trade after the fire, and continued with Mr. Downs for seven years, when death deprived him of his last business partner. Since 1877 Mr. Bartlett has been alone in business, handling real property held by himself and others. Since 1880 he has given much attention to Englewood property, and particularly to that beautiful subdivision of Englewood formerly known as Normal Park since 1882. The larger and newer divisions known as Eggleston and Auburn Park, south of the region originally called Englewood, were not overlooked by him, for he knew the advantages of the territory and fathomed its destiny.

Locating his residence on Perry Avenue, Normal Park, in 1883, he watched with paternal solicitude the progress of that suburb. Improvement after improvement was suggested by him and, in the face of opposition from the very men he tried to serve, he carried those suggestions to materialization. He was elected assessor of the Town

of Lake in 1884, and chosen superintendent of public works. Re-elected in 1885, he served the people with a zeal and enthusiasm which bear their reward today in hundreds of miles of streets as perfect as boulevards, a substantial sewer system, and all these improvements which go to render a city healthy and beautiful. When elected superintendent of public works in 1885, he received 5,048 votes of the 6,000 votes cast, an extraordinary exemplification of what the people can do when the proved man appeals to them. The history of the Town of Lake since 1882 is largely the history of Mr. Bartlett. A friend of the pioneers of the town's first modern suburb—Normalville—he has proven himself a friend to the town at large, and must be credited, liberally and without hesitation, with the big share of directing a fine class of people to homes there, and then directing the improvements which made the homes valuable.

Mr. Bartlett was married at Boston, January 23, 1851, to Miss Sarah A. Wentworth, a descendant of the pioneer family of that name in New England. Her parents, Daniel S. and Rebecca J. Wentworth, were natives of Maine and there the lady was born. Her father died at Effingham, N. H., when she was but eleven years old, and the mother died at Mrs. Bartlett's home, where she resided for a quarter of a century. Charles A. Bartlett, their son is financial manager and book-keeper for Pettibone, Wells & Co. His marriage with Miss Carrie Kent, of Englewood, took place in May, 1877, and to them three children were born: Mary F., Kent W., and Helen S. Mr. Bartlett, Sr., has been a member of the Real Estate Board since 1883, when it was organized. This organization, together with the Home Club, and the Independent Order of Odd Fellows, which he joined in 1855, are the only business, social or fraternal societies to which he belongs. He is a Republican by hereditary right. He voted the first Republican ticket in 1856 and the last in 1892.

James P. Mallette. To be prominent in connection with Chicago's great real estate interests is to be prominent in Chicago's general prosperity. To have aided in their development is equivalent to having been foremost in a hundred others, for activity in real estate goes with and supplements activity in every other department of industry and commerce. Chicago has a bright and admirable galaxy of the younger generation of real estate men. They are recognized as prime factors in the city's wonderful development and extension. There are none among them more widely and favorably known, none whose business acumen and judgment of real estate values are more highly respected, than James P. Mallette, of the firm of Eggleston, Mallette & Brownell. He was born in St. Louis, Mo., October 17, 1851, and was educated in the common and high schools of that city, from the latter of which he graduated with honors. St. Louis not offering sufficient scope for the development of his active mind he naturally turned to Chicago, as many another man of native force and enterprise has done and many more will do in the years of Chicago's future development. At that time he had turned twenty-two, and he had pretty well defined



J. P. Mallette

ambitions, but the wildest of them scarcely approached the truth of his great success. He had had some experience as a commercial traveler, which had rendered him familiar with business men and their ways. His first commercial connection here was in the wholesale woodenware business, as head of the firm of Mallette & Walmlly. In 1877 he began the manufacture of furniture on Canal Street, under the style of the Mallette & Raymond Manufacturing Company. While still so interested he began operating successfully in real estate.

The firms of J. P. Mallette & Co. (James P. Mallette and Ralph E. Brownell) and R. E. Brownell & Co. (Ralph E. Brownell and James P. Mallette) were formed in 1885. In 1889 they were merged into the firm of Eggleston, Mallette & Brownell, Charles B. Eggleston, who had previously been a special partner, assuming a full interest in the concern. Mr. Mallette and his associates, besides constituting one of the leading real estate houses of the city, are also among the largest contractors of public improvements. They own large stone quarries at Thornton, Ill., which were opened in 1885 and from which they had taken the material for many of the largest cable railway lines in Chicago and the crushed stone for many miles of the beautiful drives and streets for which the south part of the city is famous. The capacity of their plant is 2,000 cubic yards of crushed stone per day. They own a most complete outfit of steam and horse rollers and other machinery for making roads, and during the season they give employment regularly to from 400 to 500 men. Their business in this department may be summed up by the statement that they are contractors for all kinds of public improvements, sewers, water mains, etc., and macadam streets, drives and boulevards.

Mr. Mallette's firm also makes a specialty of subdividing and improving vacant property and owns Eggleston and Auburn Park subdivisions, the finest improved suburban property on the South Side. Recognizing the value of the location, Eggleston, Mallette & Brownell bought the land upon which Eggleston now stands and began improving it. Soon afterward George M. Pullman and C. M. Henderson, at their suggestion, laid out Auburn Park. Well understanding that no locality can be uniformly improved except it be entirely under one control, Eggleston, Mallette & Brownell bought Auburn Park. Their property extends from Seventy-first Street to Seventy-ninth Street and is bounded on the east by State Street and on the west by Wallace Street, being a mile long by three-fourths of a mile wide. The accessibility of this property is well known. Its main transit line is the Rock Island Railroad; the Chicago & Eastern Illinois Railway is close at hand and the Wentworth Avenue street car line extends through the property to the southern limit. The firm has recently subdivided the triangle of ground extending from Vincennes Road to Stewart Boulevard and from Seventy-seventh Street to Seventy-ninth Street. This subdivision is within three minutes' walk of the depots of the Rock Island and Eastern Illinois Railroads. In May, 1891, this company placed under contract the entire frontage,

aggregating 2,260 feet, of the famous good-luck, fourteen-corner, ten-acre strip, extending from State Street to Stewart Avenue, at an average of \$70 per foot, this price including all street improvements, which are to be put in by the seller, the same to be equal in character to those in Auburn Park and Eggleston. The transaction involved a much larger sum of money than simply the price of the ground, one of the conditions of the sale being that the purchaser should improve each of the seventy-one lots in the piece with a residence or business building, to be of brick or stone and to cost from \$7,500 to \$10,000 each, the total amount involved being, therefore, fully \$750,000. The fronts are of different designs and are constructed of the celebrated Bloomington-Bedford stone, and with bays and attractive carvings and ornamentation. The interiors are each divided into nine rooms, besides reception hall, bath and laundry rooms, and are finished in hardwood and bronze and heated by furnace.

There have been constructed by Mr. Mallette's firm, or by actual purchasers from it and upon its own property, more than 350 houses, ranging in cost from \$3,500 to \$18,000 each. This is one of the few old-established Chicago real estate firms of whom it can be truthfully said that not one of its customers has ever failed to make money on property purchased through its instrumentality—a striking tribute to the sterling integrity, the good judgment and excellent knowledge of real estate values which characterize its management. Of the great real estate department of the firm Mr. Mallette is practically the manager, Messrs. Eggleston and Brownell giving their attention more particularly to other interests. He is a conspicuous representative of that large class of young, vigorous and practically self-made men who have done so much to place Chicago in the proud position she occupies to-day. As a business man he is accorded a very high rank in the community and his advice and co-operation are sought in many movements of importance to the city and its various material interests. Recently he has been recognized as a man of culture and broad sympathies by his choice to a prominent position in connection with public education in Chicago. He was married in 1877 and has an interesting family of six children. He is a member of the vestry of Trinity Reformed Episcopal Church and takes an active and helpful part in the maintenance of all of its contingent interests.

Ralph E. Brownell, of the firm of Eggleston, Mallette & Brownell, is a practical civil engineer, and there are few in Chicago more expert in laying out property and supervising its drainage, sewerage, paving, macadamizing, etc., and none more skilled in laying out suburban property, he having made a long and careful study of all the details of the development and improvement of city and suburban real estate. He was born in Fillmore County, Minn., in 1857, a son of C. S. and Laura J. (Haviland) Brownell, and came in 1863 with his father, to Chicago, where the latter has since been a successful merchant. He was educated in Chicago, and is a graduate of the high school of Englewood. After leaving school, he entered the public works' depart-

ment of the Town of Lake, in which he served nine years, three years of the time as superintendent of public works. He also filled the office of assistant engineer in the construction of the improvement of Washington Park and Michigan Boulevard. In 1885 he became associated with Messrs. Eggleston and Mallette, and since the firm of Eggleston, Mallette & Brownell was formed in 1889, he has had charge of the construction department, giving a large portion of his time, as has been intimated, to the development and improvement of real estate. The improvement of all of the property which has been developed and placed on the market by the firm has been realized under his careful personal supervision. The career of Mr. Brownell demonstrates what may be accomplished under favorable conditions, and with such opportunities as Chicago presents, by an active, pushing, energetic and honorable man, far-seeing, careful in planning, prompt and unswerving in execution. Mr. Brownell is a prominent Mason, being a Knight Templar and having received the thirty-second degree. He was married in 1878, to Miss Lucy Adams, of Chicago, daughter of Francis T. Adams, and has three daughters, named Ora, Ethel and Irma.

Albert F. Dexter. A careful study of the different types of men who make a business success in a city like Chicago is always interesting. All classes are met with; the slow, plodding individual who saves a dime or a quarter each day and grows rich in old age; the bright, energetic business man who advertises freely, keeps a good stock of goods and forces his way to the front; the lucky speculator in whose hands everything appears to turn to money; the quick, energetic, self-confident man who conceives a big enterprise and at once takes steps to carry it out, and, even though he meets with a failure, gets on his feet and makes another dash for the front, continuing in this course till he finally wins; and a score of other classes of people. Albert F. Dexter's experience has been a peculiar one, and failures were numerous before he finally met with success. The failures were by no means a result of his carelessness or bad judgment, but appeared to have been arranged as a grand *finale* to what looked as if it was going to be a phenomenal success. In one instance he organized a company and was getting in good shape for business when the accidental drowning of three men turned the tide against him, and the weather then took an active part in spoiling all of his chances for recuperating. On another occasion a manufacturing company was organized and started out with the brightest of prospects. Business came faster than it could be attended to, and increased facilities were required. A new factory was built and new machinery put in. Finally, when everything was in readiness to go to work, the whole thing burned down. A prominent and wealthy New Yorker had promised financial aid when it was needed, and Mr. Dexter naturally turned to him for help. He took the train for New York City, but before he got there a banking house closed its doors and caused so much general distrust in financial circles that it was next to impossible for prominent financiers to get money enough to engage in new enterprises, and the result was a failure. This did not dishearten him, and he is now reaping the benefits of his subsequent sagacity and enterprise.

Albert F. Dexter was born August 15, 1848, in Palmer, Mass., his parents being Ferdinand and Rosetta (Kendall) Dexter, descendants of some of the early settlers of the State. His father, who was a painter, moved to Fond du Lac, Wis., with him in 1854. His early education was received in the schools of Madison, and he then attended the Wisconsin State University. His first business venture was in 1869, when he commenced traveling for the Beloit Reaper Works. In 1876 he was made a special agent of the Travelers Life and Accident Company, of Hartford, Conn., with which he remained till 1880, when he became a representative of the Northwestern Life Insurance Company, of Milwaukee, with headquarters in Chicago, where he had moved in 1879. In 1888 he was instrumental in organizing and became vice-president of the Belding Motor and Manufacturing Company. During a period of three years the business of the company grew to such an extent that increased capital and a larger factory became necessary, and the sequel to the building of the same is told above. The fire occurred on January 16, 1891, and the failure of May 8 of the same year, when everything was placed in the hands of a receiver, and Mr. Dexter found himself badly in debt. He was not idle a day, but with characteristic Chicago energy began casting around for something to do. He learned finally that the property of 82 and 84 Adams Street was on the market, and could be leased for ninety-nine years on very reasonable terms. This information would signify nothing to most men who were practically out of money and in debt, but to Mr. Dexter, as matters turned out, it meant much. His first move was to secure a lease of the property, and he then set about raising money to erect a modern steel and terra cotta structure. After several months of diligent work he got the money. The old building was torn down and the new eight-story modern structure that now occupies the site erected. It contains fifty-six suites of offices, three stores and a basement, all light and airy, and nearly every room in the building is occupied. Mr. Dexter secured the money for erecting the building on terms that will enable him to pay for it out of the rents in a few years, when he will have a very desirable piece of property and will not be compelled to worry much about business matters.

Mr. Dexter was married in 1883 to Miss Helen Forsythe, a daughter of John Forsythe, one of Chicago's early settlers, who was years ago interested in business with John Y. Scammon, and made a large fortune out of real estate, but which became badly involved at the time of the Marine Bank failure. They have three children, Elise, John Forsythe and Bessie Hoard. Mr. Dexter is possessed of typical Chicago pluck, and is a man whom circumstances cannot down. He has that faith in himself and ability to win that always means success. His experiences have been varied, but even during his most discouraging times he did not lose heart and his friends never lost faith in him. He has a pleasing personality, is a good conversationalist, and impresses those who have dealings with him with confidence.

Henry C. Morey. The late Henry C. Morey was one of the men who in early years visited Chicago as a stranger, became incorporated with her people and grew

up with the city. The history of his youth varies but little from that of the children of the western pioneers. Born in the State of New York, July 31, 1832, he was brought to Michigan in infancy by his parents and passed his childhood and boyhood in that State.

His parents settled at Flint, Mich., in 1836, when the city of the present day was a swaddling hamlet, the home of those adventurous spirits from western New York, who sought independence on the frontier. They were men who wished to settle on the horizon, but failing to reach it, selected the last camping ground of the retreating savages for a homestead. Such were the pioneers of Flint, and such was the village itself in 1836, for when the family of James Morey located there, the Indian wigwams could be seen beyond the river and the light of the Indian fires was not yet extinguished.

The father established a general store at that point on his arrival, but succumbed to the hardships, disappointments and location, for the Flint River Valley was then as unhealthy as it was fertile. He died in 1838. The widow continued to make the village her home until 1849. The youth attended school there until 1847, when he entered the old trading house of J. B. Walker as a clerk. In 1849, when the reports from Illinois won thousands to claim her prairies, young Morey and his mother made the long and tedious journey from the Flint River to the Mackinaw River, of Illinois, via Chicago, and halted in Tremont Township, Tazewell County. Young Morey found himself in a district distinctively agricultural. Conforming to the necessities of place and time, he sought employment as a farmer, found it and labored there for about three years.

Early in 1852, realizing that agriculture would not bring the rewards which he was capable of earning, he wrote to Col. Josiah L. James, of the lumber firm of James & Hammond, asking for information respecting the opportunities which Chicago might present to him. A reply peculiarly Chicagoan was received, saying that should he make the venture Col. James would insure him board and lodging until he could strike something better. Young Morey, then in his twentieth year, accepted the kind offer, set out at once for Peoria and thence proceeded, by river and canal boats, to Chicago. He earned more than his board and lodging the ensuing summer and fall. He attended Bell's Commercial College during the winter of 1852-53, and in the spring entered the employ of James & Springer, who established their real estate office in that year in the old Metropolitan block. For twelve years he was their trusted employe. In 1855 he was admitted to a partnership with George A. Springer, and subsequently established an office for himself in 1857.

That terrible night in October, 1871, when the heart of Chicago disappeared in flame and smoke, Henry C. Morey made his way to the office, in the old Metropolitan block, to secure valuable documents. His success was astonishing. The flames were already licking up the court house across the street, and had attacked the very build-

ing in which the searcher worked by the light of the great fire. He found the papers and fled with them to his home on the West Side. He was the first to establish a real estate office, on October 10, 1871, the room being at 116 West Madison Street. Shortly after this, when the Superior block on Clark Street was completed, he moved his office thither and transacted a large and remunerative business there until the well-known Morey office at 85 Washington Street was opened.

The reminiscences of the "hard cider campaign" developed in him a particular desire to make the public temperate. The story of Father Matthew pointed out the feasibility of the idea. Within three years from the day he settled at Chicago, his name was found enrolled on the records of Houston Lodge, No. 32, I. O. G. T. In 1856 or 1857 he was an organizer of Dashaway Lodge, No. 240, I. O. G. T., and subsequently was identified with all the lodges of Good Templars in Chicago.

In the midst of the Civil War excitement, this idea of making men temperate was a controlling one with him. There were so many intemperate men at that time, he thought out a means of making them sober and suggested a soberium, which materialized in 1863 under the title Washingtonian Home. He was one of its founders, and secretary of the institution for sixteen years. The old settlers remember the Bull's Head Tavern, when it stood by the old stock-yards, unprotected from prairie winds. That building and ground, 104x180 feet, Mr. Morey purchased from Matthew Laflin, in 1863, for \$9,000. In 1876 he suggested the building of the present Washingtonian Home. To him, in a great measure, would have been due the aid which the Home received from the city's purse, for by suggestion and logic he urged his fellow workers to seek from the Legislature a mandatory act, compelling the city to provide a certain amount annually toward sustaining this Home. Ten per centum of the amount realized from saloon licenses in Cook County was the sum asked. C. J. Hull, who was at one time president of the Home, in introducing Mr. Morey at an anniversary meeting, said: "Mr. Morey is a man who works for you for nothing and boards himself, and I am sure that I am within bounds in saying that for ten years he has given to this Home from fifteen minutes to a half day of his time every week day of the year, when he was not out of the city." He may be truly called the father of that institution.

The history of the Real Estate Board points him out as the first president, and the only one, who was ever re-elected by that body. He was one of its organizers, and undoubtedly the most popular member of all the genial members of that important organization. As an appraiser of city real estate, he was looked upon as authority, an appeal from whose valuation was useless. From 1884 to March, 1891, when his death was recorded, he appraised property valued at over \$30,000,000 for insurance and other companies or syndicates. His death was a loss to the city, and particularly to the real estate and temperance workers of Chicago, who on each anniversary of his death hold services commemorative of him.



W. Van Allen

He was a Bohemian in some respects. The California letters written by him and published here and his witticisms speak for themselves. His addresses and arguments before the board were of a high order, always comprehensible and weighty. The father of Mr. Morey died, as has been stated, in Michigan in 1838. His widow, Mrs. Lucy (Frisbee) Morey, a native of Brockport, N. Y., died at Chicago in 1882, knowing the devotion of that son who accompanied her to the wilds of Michigan in 1836, to the prairies of Illinois in 1849 and who received her at Chicago a few years after.

In 1857 he married Miss Sarah F. Hoit, daughter of George W. and Sarah A. Hoit, at one time residents of Plattsburg, N. Y., of which city Mrs. Morey was a native. To them two children were born—George J., who died April 16, 1891, in his twenty-eighth year, and Ida, who died in 1881. Mr. Morey died March 14, 1889, at his home in this city. He was undoubtedly the ablest debater and greatest wit of contemporary real estate men.

Martin Van Allen. Chicago is the greatest center of real estate operations in the world, and since the beginning of enterprise here real estate activity has led all other departments of human endeavor and its rapid expansion has been an index to the development of every other business interest. To have been a pioneer in this field was to merit distinction in the city's after history, and to have lived through the wonderful unfolding of that history, to be able to look back over its successive surprises, its strange and momentous changes, to compare its former status with the present, is a privilege enjoyed by few. One of these pioneers, still living, a connecting link, as it were, between the old Chicago and the new, is Martin Van Allen, general manager of the Fox River Land Association and real estate, loan and insurance agent, who during the past fourteen years has been located at 69 Dearborn Street.

Mr. Van Allen is the second of the twelve children of Cornelius and Lora Ann (Ackerman) Van Allen, and was born at Pillar Point, Jefferson County, N. Y., July 9, 1832. His parents were both natives of Jefferson County, his father born in 1803, his mother in 1808; and they both died there, the former aged sixty-three, the latter aged eighty-one. The families of Van Allen and Ackerman were among the early settlers of northern New York, and the Van Allens and Ackermans of the present day are able to trace their ancestry back for many generations—the Van Allens to the Revolutionary War, and the Ackermans to the landing of the pilgrims from the Mayflower. Throughout their long history in this country these families have had little to regret and much to commend in the conduct of their representatives, who have been always prominent in the work of human advancement.

Until he was eighteen years of age, Mr. Van Allen was a member of his father's household, and when old enough divided his time between such farm work as he was able to do on the home place and attendance at the public school. He then became a student at Falley Seminary, at Fulton, N. Y., where he remained for about three years, taking the regular course of that institution, but giving special attention to the

study of mathematics and civil engineering with a view to becoming a civil engineer. The work of the civil engineer was one of peculiar enterprise and opportunities for more or less sight-seeing in those days, when the country was comparatively unsettled and railroads and other public improvements were few, its demands constantly taking those engaged in it into new and sometimes unexplored parts of the country. Many a man who has attained prominence since, especially in connection with railway and real estate enterprise, has traced his rise in the world to his engagement in one capacity or another with some of the engineer corps of thirty to forty-five years ago.

Mr. Van Allen was scarcely twenty when he entered upon this work. He left school in 1853 and found employment on the line of the Black River & Utica Railway. He was put at work with a wheelbarrow, but his ability to do something better soon manifested itself, and at the end of a week he was given a transit and made a division engineer. He came to Chicago in June, 1854, and until January, 1855, was Deputy United States surveyor. January 10, 1855, he entered the service of the Illinois Central Railroad Company in its Land Department and was thus employed until November, 1857. In March, 1858, he was employed by the Dubuque & Sioux City (now Illinois Central) Railroad Company, in Iowa, in the same capacity. In 1860 he went with the Burlington Railway in its Land Department, and in 1862 with the Alton Railroad in its operative department.

The following year (1863) he became a clerk in the real estate office of S. H. Kerfoot & Co., and was thus employed until the spring of 1864, when he entered the real estate business for himself in this city. He has continued without interruption to the present time, gaining and retaining the confidence of the business public in a manner as noteworthy in this connection as creditable to himself. He has seen Chicago grow from a small inland city to the center of the trade of a quarter of a continent. He has seen it swept away almost in the twinkling of an eye, the work of years undone by conflagration. He has witnessed the growth of the new Chicago, which is now the observed of the civilized world, and has had a part in the real estate activity that has led and encouraged all this marvelous development.

Since his first coming here he has never wavered in his faith in the great future of the city, and no important step in the making of its great history has escaped his notice or been forgotten by him, and he is as conversant with everything of import connected with Chicago's advancement to her present proud position as any man here. With real estate history and real estate values, past and present, he is as thoroughly familiar as any real estate man in Chicago.

Mr. Van Allen, who has made numerous subdivisions and handled real estate of every class, has, in his long experience, seen city properties sold for a song, as it were, or thrown in with some trade that would now be thought insignificant, any one of which is at this time worth hundreds of thousands of dollars. As an instance, it may be stated that twenty-five feet on Michigan Avenue between Lake and Randolph

Streets, including a good frame house, was offered him for \$2,500. It is now worth nearly \$5,000 per front foot. In 1854 he was offered twenty acres of land bounded by State Street, Indiana Avenue, Twenty-ninth Street, and Thirty-first Street, at \$37 per acre, including a frame hotel building which was on the property; an aggregate of only \$740 for property the value of which at this time, scarcely forty years later, is almost incalculable.

There are few men in Chicago who have so long been continuously identified prominently with Chicago's real estate history as Mr. Van Allen. Conservatism has been the leading characteristic of his somewhat remarkable business career, and while he has been profitably venturesome, he has always been so conservative that the rapid and wonderful growth of the city has been in the nature of a surprise to him, accurate as his knowledge has ever been of the causes which have produced it. In addition to his regular real estate operations, he has at different times been director and officer in three building and loan associations, and is now president of the Surety Savings, Loan and Investment Society of Chicago.

Mr. Van Allen, whose cash capital when he arrived in Chicago was two cents, no more, no less, has as truly as any man in the West been the architect of his own fortune, and surely, as one of Chicago's substantial citizens, he has a right to be proud of what he has achieved. In everything pertaining to the welfare of the city he has ever taken a deep and abiding interest of such a thoroughly practical nature as to mark him a citizen of more than ordinary public spirit. In politics, while having the municipal, State and national welfare closely at heart, though a Republican who cast his first presidential vote for Fremont, he is inclined to be patriotic rather than partisan, and exercises his franchise as an elector in a manner to mark him as a most independent voter.

In October, 1857, Mr. Van Allen was married to Miss Martha Bowen, of St. Lawrence County, N. Y. This lady was born in Canada, in 1835, a granddaughter of James and Jane Wilson. Her grandfather was for twenty-four years a leading member of the Provincial Parliament of Canada. Mrs. Van Allen, on her paternal side, traces her lineage back through the Warwicks to the first Plantagenet, the founder of the house of Plantagenet, and back to the family of William the Conqueror to Drago De Montecuto, the Conqueror's friend and confidential adviser, and through him to one of the most ancient of Norse families. To Mr. and Mrs. Van Allen have been born three children. Miss Jennie Van Allen, born in October, 1858, has been for eight years actively engaged in newspaper and literary work and is a journalist of reputation, being society editor of the *Sunday Tempest*, a reporter for the *Chicago Evening Post*, a correspondent for the *New York World*, the *New York Record*, *Woman-Kind*, the *Woman's Tribune*, of Washington, D. C., the *Elite News*, of Chicago, and other leading journals, and corresponding secretary of the National Press League. Frank Van Allen, M. D., born in 1860, is a graduate of the Yale Medical School and the

College of Physicians and Surgeons, New York. In 1889 he went to India, where he is now one of the most celebrated surgeons. In the second year of his practice there he treated no less than 28,000 cases of all kinds. Miss Martha Louise Van Allen, born in 1866, is known as an accomplished musician. The family residence of the Van Allens is at Ravenswood, long one of Chicago's most charming suburbs and now a part of the city, which extends six miles farther north. Mr. Van Allen was made a Mason in 1867, and is a member of that order, having taken nine degrees.

H. G. Young & Co. Henry G. Young, of this firm, was born in the little old village of Geneva, N. Y., May 16, 1833. He was there educated and there made his home until he was eighteen years old, when he went to Detroit, Mich. After a year's residence in that city he returned east as far as Rochester, N. Y., where he obtained employment in the banking house of Bissell & Amsden, with whom he remained until 1853, when he removed to Cincinnati, Ohio, and for two years he was connected with the Franklin bank of that city.

In 1855 he took up his residence in Peoria, Ill., and, connecting himself with the Central Bank of that city, remained there until 1858, when he came to Chicago and opened a real estate office in the old Metropolitan block, thus early identifying himself with the real estate interests of this young and growing city, with which he has since been prominently connected. For nine years he was a member of the firm of Young & Springer, well remembered as leaders in the real estate business of that time. He had offices in the Metropolitan block until the building was swept away in the great fire of 1871. Since May, 1872, during a period of twenty-one years, he has had offices in the Bryan block, 170 La Salle Street.

No man in Chicago has watched the rise of Chicago's wonderful real estate interest more closely than has Mr. Young, and there are few in the city to-day who are better posted on its history, its changing values, its visible extension, and its general development. When in a reminiscent mood he likes to recall incidents of the past, and to point out the facts in the development of certain streets and certain quarters of the city. Scarcely thirty years ago he tried to sell property on Washington Street fifty feet west of Dearborn, fronting north, for \$100 per front foot, and could not find a purchaser. The same property is at this time worth \$10,000 per front foot. As an instance of the enormous increase in rental values, he refers to the fact that about twenty-eight years ago he rented property at 157 State Street, having an area of eighty-one by twenty feet, for \$25 a month, while he now rents the same property at \$875 per month. This firm are the agents for the Lees building, which is located on Fifth Avenue between Monroe and Madison. This building, which was completed in 1893, is a modern twelve-story structure, is fireproof, and is devoted to wholesalers, jobbers, importers, and manufacturers' agents.

Many of the patrons of H. G. Young & Co. have been Mr. Young's patrons since he first opened his office thirty-five years ago, and Mr. Young, during his long career,

had as patrons the sons and grandsons of his original patrons, and handles for them the same properties that he took in hand for their predecessors in 1858 and succeeding years, and he counts many such among his regular customers at this time. During his long connection with the real estate business of Chicago it has come to be generally known that he will not, under any circumstances, conceal or misrepresent any fact influencing the value of property to a proposed purchaser and will not in any manner, directly or indirectly, take advantage of a man's inferior knowledge in this line in which he has, during all his active life, been educating himself. In advertising he will state nothing but the absolute fact. He has confined himself strictly to legitimate operations, and his reputation has been so well established from the first that such aids to business as have been thought necessary to and employed by many, would have been superfluous to him.

The present junior member of the firm of H. G. Young & Co. is Mr. George S. Eddy, who stands as high in the confidence of Chicago real estate owners and investors as does the honored founder of the house. During the past ten years they have given attention to investment in, and management of, real estate in the down-town business district rather than to making subdivisions and dealing in real estate in the ordinary way. Mr. Eddy is the embodiment of business probity and, like Mr. Young, conducts every transaction strictly on its merits, without over-representation or concealment in any essential particular. These gentlemen are popularly regarded as ideal real estate men, and their long and creditable record affords sufficient basis for their enviable reputation.

George S. Eddy, junior member of the firm of H. G. Young & Co., was born at Brighton, Iowa, June 16, 1844. His father, E. C. Eddy, was born in Warwick, Mass., November 9, 1810, and died in Grand Rapids, Mich., in 1868. He removed from New England to Iowa in 1838 or 1839, and was the first white man who made a wagon-track across "Yankee Prairie," which became the site of the town of Brighton, Iowa. His wife, the mother of George S. Eddy, was born in Shoreham, Vt., March 25, 1823, and died at Grand Rapids, Mich., in 1886. Mr. Eddy was reared on his father's farm and given a good English education and a moral training which has influenced his life to the present time.

August 15, 1862, Mr. Eddy enlisted in Company E, 30th Iowa Infantry, and remained until the close of the war. After his discharge he returned to Brighton, Iowa, and remained there about a year. In December, 1867, he came to Chicago and has since resided here except during four years, which he spent at Independence, Iowa, and it is not necessary to say for the information of the many who know him that he is in all things a devoted Chicagoan, of whom Chicago is proud for what he has achieved.

In 1882, as a member of the firm of H. G. Young & Co., Mr. Eddy entered the real estate business. He has been in charge of what may be termed the outside work of the firm.

Mr. Eddy was married October 5, 1869, to Miss Hattie L. Rigdon, of Chicago, and has one son, Henry C. Eddy. In politics he is Republican, but is by far too busy a man to spend any time in active political work. At the same time he takes an intelligent interest in public affairs, and is especially solicitous for the purification of the municipal government and the honor and credit of the city. He is a member of the Grand Army of the Republic and the Englewood Veteran Club, organizations which keep fresh in his mind the days when he followed the flag on southern battle-fields.

Jerome P. Bowes. In the chapter on real estate, written by Mr. Turner, the philosophy of Chicago's progress is treated, and the part taken by real estate brokers in the progress explained. The building of the Central Music Hall in 1878 may be considered the initiatory move, not only toward the fourth rebuilding of the central business districts, but also toward covering Cook County with homes, stores and workshops, and converting the prairie into a city. In 1879 Jerome P. Bowes, then in his eighteenth year, saw the new light breaking over Chicago and prepared to share in her advancement. Entering the real estate business with D. W. Storrs that year he conceived at once that this was the work designed for his hands and mind, and to master its details he devoted that attention which won for him a place among the more prominent of the great real estate dealers of this city.

Born at Waukegan, Ill., October 8, 1861, he accompanied his parents to Chicago in 1872. His father, Philip J. Bowes, was born in England in 1806; his mother, Margaret Hall, is a native of Ireland. Both came to the United States in their youth. Mr. Bowes settled at Erie, N. Y., where he became connected with the construction of railroads, carrying to completion many large contracts in western New York and adjoining States. About the year 1852 he came to Illinois, and locating on a farm at Waukegan became a well-known agriculturalist and stock grower. In 1872 the family made Chicago their home. He died here in 1890, having lived to see enough of Chicago's greatness to satisfy him that his old faith in the city was not misplaced.

Jerome P. Bowes received his primary education in the Waukegan schools. Entering the Englewood High School he completed the course of studies, and in 1879, as hitherto related, assumed the role of real estate broker, a role, by the way, which he has sustained with ability for fourteen years. In 1880 he established his own office at 94 Washington Street, and for the three succeeding years was one of the most active men connected with the extraordinary activity in real estate business during that period. The office was removed to 182 Dearborn Street in 1884, and there a phenomenal business in suburban lots and acres and in inside property was transacted until 1889, when he moved to the Adams Express building, 187-189 Dearborn Street, where the present extensive office was opened last fall. The organization of this office is as perfect as its furnishings and equipment are complete and elegant. The real estate department is attended to by D. W. Tilford, T. B. Peacock, and W. E. Kilpatrick; the loan department is presided over by John P. Magel; the renting



Jerome P. Bowler

department by G. A. Ingersoll, and the tax department by Howard Dodds, with F. E. Young cashier. The business transactions are necessarily numerous and heavy. The long established name of Mr. Bowes in connection with the real estate world insures such a result.

Looking over the pages of the *Real Estate Review*, a notice which portrays the character of some of these transactions is found and may be quoted in these pages: "The recent sale by this firm of the Tawanda building at the southeast corner of Wabash Avenue and Forty-fourth Street for \$100,000, is an example of the transactions negotiated by the house. The property in question has a frontage of eighty-five feet on Wabash Avenue and 161 feet on Forty-fourth Street. The lot is entirely covered with a three-story flat building, which was erected last spring by Mr. Bowes. Mr. Bowes has just sold the property to Frank A. Hecht for \$100,000. The building is first-class in every particular and is valued in this sale at about \$70,000. It contains twenty-seven apartments, supplied with steam heat, electric lights and all the latest improvements. The rental is about \$13,000 a year. The ground valuation in this sale is about \$30,000, which represents about \$2.20 a square foot or \$353 for the Wabash Avenue frontage of eighty-five feet. This can not be considered as establishing a ground valuation for other property in this vicinity, as the property in question is a corner and has unusual depth. The Windsor Beach Hotel is another enterprise by the firm of J. P. Bowes & Co. which bids fair to be a decided success.

The Windsor Beach Hotel Company has leased 100x110 feet on the corner of Coles Avenue and Seventy-fifth Street for twenty-four months at a rental of \$1,000 per year, with the privilege of eight more years at an annual rental of \$800. On this ground they will erect a three-story frame building to contain 150 rooms. The hotel will be built in the most substantial manner, so that it may be used for fifty years after the Fair. It will cover the entire ground space of 100x110 feet, and will be built in a hollow square, with broad porches extending the entire length of both street frontages. The hotel is designed, as its name indicates, for a beach hotel. It is only a block from one of the finest beaches on Lake Michigan, where boats and bathing-suits are obtainable at any time. Windsor Park is only about a block from Jackson Park. Transportation to and from the grounds can be had by electric cars, which pass the hotel on Coles Avenue every two minutes, and also by the Illinois Central trains, stopping at Windsor Park station every fifteen minutes. These trains run to the center of the city in thirty minutes. The location is the center of the hotel district. The Windsor Beach is a first-class European hotel, with meals and service at moderate rates. The management do all in their power to deal only with the best people, in order that the hotel may always sustain an established reputation. Prices of rooms are \$1, \$1.50 and \$2 per day. The hotel company is independent of the management. The firm of Jerome P. Bowes & Co. are also the owners of the Grand Boulevard Livery building on Forty-third Street near Grand Boulevard. This is probably one of

the finest livery buildings ever constructed in point of completeness and conveniences for practical stable work. It was built in 1892 and covers an entire lot area of 50x140 feet; is a three-story and basement stone front structure, having a capacity of 150 head of horses, with ample storage for carriages, etc., in the upper stories. The building contains every modern appliance, such as elevators, etc., plate-glass front, and is a commodious and imposing structure.

A sketch of this concern would not be complete without an allusion to the high quality of the apartment buildings which are being constructed under the supervision of this firm. One of these buildings is located on Prairie Avenue, 100 feet north of Forty-sixth Street, and covers a ground area of 50x65 feet. It is a three-story stone front structure, containing six flats, forty-two rooms, all modern, with steam, electric lights, etc., complete. Cost, \$18,000. Another building is located on the northeast corner of Garfield Boulevard and Prairie Avenue; is 50x72 feet, four stories, with stone and marble front, elevator, etc. Cost, \$26,000. This is an elegant structure.

The large livery building on State Street, 50x161 feet, erected in 1889, is also the property of Mr. Bowes, who receives a rental from it of \$150 per month. Many other buildings, resulting from his enterprise, might be referred to here, but the work of fourteen years in active real estate life cannot be given in detail. Enough to say that, from Madison Street south to Seventy-ninth Street, his name has been particularly identified with the development of the South Town and the southern suburbs in every section. Experienced in each branch of his business, such as the purchase and sale of real estate, real estate and building loans, renting and even in building, negotiations are made by his firm promptly. His personal knowledge of the territory now included in Chicago is so close and practical that he is credited with knowing the history of each subdivision, the value of the lots therein and the improvements. Coming here when a boy of eleven years, he witnessed the rebuilding of the city in all its extensions; he is proud of his own part in this work since 1879, of his contemporaries in the real estate circle and of the extraordinary city, which offered and will continue to offer a wide field to men of ability for the exercise of the talents on this particular work, which Mr. Bowes possesses. Mr. Bowes is also the owner of realty within the city.

Harry W. Christian. Much of Chicago's phenomenal prosperity is due to her younger class of business men, who have gained their right to prominence and distinction wholly through their own efforts, and such a man is Harry W. Christian, the junior member of the well-known real estate firm of Bogue & Co.

He is a native of Mt. Carroll, Carroll County, Ill., where he was born May 15, 1863. His father, Andrew J. Christian, a native of Norway, was born in the city of Bergen in 1839, and is now a resident of Chicago. By occupation he has been a brick manufacturer. The mother of Mr. Christian is Mary J. Christian, whose maiden name was Adams, and she was born in Indiana, near Elkhart.

In the schools of Carroll and Cook Counties Mr. Christian gained the rudiments of a common-school education, continuing until sixteen years of age, when he began life for himself. The years 1879 and 1880 he was a clerk in the employ of Marshall Field & Co. The year 1881 he was in the employ of George M. Pullman, at the then new town of Pullman. Later, and for five years, he was connected with the hardware firm of Keith, Benham & Dezendorf. In 1886 he became associated with the firm with which he has since been connected. Until his admission to a membership in the firm, in 1891, he acted in the capacity of confidential secretary and manager. He is a member of the Chicago Real Estate Board, and one of the well-informed men on Chicago realty.

He is a Republican on national questions, but in local affairs is disposed to be independent. He is a member of the Chicago Athletic Association and the Oakland and Sheridan Clubs.

His marriage with Miss Elizabeth Wilks was solemnized in 1885, and unto this union are these children, viz.: Almira and Marietta.

Edward W. Zander. One of the most notable features of the industrial growth of Chicago is the readiness and sagacity with which young men grasp the business situation and become prominent, while yet little beyond the age of boyhood, in the commercial circles of this great metropolis. It proves better than anything else can the industrial character of our civilization. Boys enter the factories or offices of their fathers or some friend and become familiar with the arts of business enterprises and adepts in the science of commercial transactions before they reach their majority; in fact, it is a matter of local history and public pride that some of the greatest trade establishments and some of the most popular civic movements of this city were put in operation by young men. In a city like Chicago, which springs to immense proportions as if by the stroke of an enchanter's wand, which is essentially and fundamentally a business center even from the standpoint of pleasure, it will not excite surprise, although it will kindle admiration, to learn that many young men are managing vast industrial enterprises which apparently should be under the control of operators of riper years and wider experience. The reason is not hard to find, for they have been trained to the strictest business rules from boyhood, and are amply equal, by descent and training, to the task of founding successful ventures and of managing them profitably afterward. However, it is rare to find in this wonderful city, where surprises in industrial circles are common, even a young business man who, only about one decade ago, worked at the real estate business for \$3 per week, and has now in the short space of ten or twelve years amassed a comfortable property and acquired a high reputation as a reliable and honest realty dealer; yet such a young man is Edward W. Zander.

He is of Germanic descent and a native of Germany, where he was born May 1, 1859, and is the son of Carl and Maria (Wilkins) Zander, worthy people of humble

ambition, who crossed the Atlantic to America in 1862, coming directly to Chicago. After a one year's residence in the city they removed to Lyons Township, Cook County, where they located on a farm and there passed the industrious and successful lives of farmers for the period of fifteen years. Being well advanced in years and having acquired a sufficient amount of this world's goods to render themselves comfortable in their old age, they then came back to the city, where the father died in 1883, after a useful and honorable life. The mother is yet living with her son, the subject of this sketch.

Edward W. Zander was educated in the common schools and finished with a course at Bryant & Stratton's Business College. In 1879, at the age of twenty years, he began his real estate career as clerk in the office of George A. Searl, successor to C. E. Holmes, where he continued for three years, or until 1882, receiving during the first year only \$3 per week for his services, and thus beginning at the lowest round of the realty ladder. The other two years he did much better; so much so that he was given an interest in the firm, and so well did he improve his opportunity, and so great was his energy and excellent his judgment that three years later, or in 1885, he bought his partner's interest, since which date he has conducted the business on his own responsibility under the firm name of E. W. Zander & Co. He does a general real estate and loan business, and has the thorough confidence of investors and the respect of his associates in realty transactions. He has taken great interest and spent much time and money in building up the suburban town of Ravenswood. In all of his transactions he has displayed unusual business gifts, a wonderful insight into the laws of realty fluctuations and a foresight little short of marvelous in anticipating where the population is certain to collect. These unusual and valuable gifts have been so sharpened and strengthened by hard study and practical experience that now, as an all-round business man, he has few superiors among either the younger or older active men of the city. He is full of tact and fertile in resources, keen and comprehensive in observation, logical in his conclusions of the conditions of the realty market and skillful and sagacious in carrying his projects into force and effect.

Mr. Zander is a member of the Real Estate Board and is president of the Ravenswood Bank, which he founded in January, 1893, and has placed on a satisfactory and profitable basis. He conducts an extensive renting agency and has many valuable trusts, one of which is the new Association Building on La Salle Street. He is one of the most successful real estate dealers ever a resident of this city, and the rapidity of his advancement to wealth and prominence speak in the highest terms of his energy, ability and honesty.

In 1885 he was united in marriage to Miss Mabel Rose Hart, a native of Wisconsin, who has presented him with two daughters, Ethel and Florence. He and wife are members of the Methodist Episcopal Church at Ravenswood, where they have resided since 1886.



B. J. Zimmerman

Bernard Timmerman. The advancement from a position of \$6 a week to the management of great corporations, the direction of important affairs and the ownership of extensive real estate interests in a city like Chicago, is a step of which any man might well be proud. When a man of five-and-thirty can look back over the short pathway to such advancement, he is still more to be congratulated than if it had led him through the struggles which end in gray hairs and waning powers. Then again, a man so young who has made for himself such a conspicuous place in the world of business without inherited means, without the aid of any fortuitous circumstance and purely by his own worthy efforts, is surely distinguished even above the majority of his successful fellow-men. Such an experience has been that of Bernard Timmerman, real estate operator and man of affairs who, by the erection of the Timmerman Opera House, the New Julian Hotel, and the introduction of numerous other improvements, as well as by the exertion of his strong personal influence has done much to develop and advance the interests of that portion of the city known as Englewood, and has at the same time so closely identified himself with Chicago's growth and prosperity as to be considered one of its most prominent and useful citizens.

Mr. Timmerman was born at La Porte, Sierra County, Cal., April 7, 1858, a son of Charles H. and Ida Timmerman. His father was a native of Germany, born in 1818, who came to the United States about 1829. After a short residence in the State of New York he removed to Michigan City, Ind., and went thence in 1850 to California, where he was engaged in mining. In 1867 he returned to New York City, making the long and tedious trip by water, and in 1868 he came to Chicago. He did not again engage in active business and died in this city October 10, 1875. Mr. Timmerman's mother was born in New York State seventy-four years ago and is a member of her son's household. Bernard was the second of three children born to his parents. His sister Isabel, older than he, died at the age of five years. His brother, Christian H. Timmerman, is living in Chicago and is aged about twenty-six years. Mr. Timmerman was educated in the public schools of Chicago and Englewood, graduating from the high school in that division of the city in the spring of 1876. He began his business career as a cash and bill clerk in the wholesale grocery house of Zebulon M. Hall, by whom he was employed about a year at \$6 a week. Meantime, by studying at night, he learned stenography and had been graduated from the Bryant & Stratton Commercial College, after taking a thorough business course which included book-keeping and commercial law.

In 1877 he became a stenographer for D. M. Osborn & Co. at a salary of \$10 per week, and he was in the employ of that concern in different departments of its business here and at Minneapolis until January, 1883, when he was made manager of the Chicago office, which position he held until December, 1891. Meantime in 1877, in association with the treasurer of the company at Albany, N. Y., Mr. Gorton W. Allen and Messrs. Stork, Stevens & Smith, of Auburn, N. Y., he purchased the

eighty acres now known as Stork's Subdivision, of Auburn Park. At that time this property was used for farming purposes. Mr. Timmerman and his associates bought and laid water and sewer pipes between the rows of cabbages growing on the land, and within a year they had macadamized all the streets, laid stone curbs and tile sidewalks and had introduced water and sewer pipes and electric lights as well as sodded park ways. These improvements were all made before a lot was built upon. In 1888 Mr. Timmerman erected the large brick block on the northwest corner of Seventy-ninth and Sherman Streets, the first brick building on Seventy-ninth Street. The syndicate spent \$480,000 in improving this subdivision.

In this subdivision each and every residence lot is sold subject to the following restrictions and conditions: Residences must be built upon stone foundations. In their location the legally established building line must be respected. Each house must cost \$2,500 or more. The sale of malt or spirituous liquors is forever prohibited.

In 1889 Mr. Timmerman built the new Julian Hotel and Timmerman Opera House at the corner of Sixty-third Street and Stewart Avenue. These buildings (for there are really two, although they have the appearance of a single structure) are of the Romanesque style of architecture. The first story, Sixty-third Street, is almost entirely of iron and glass, and presents several attractive and substantial store fronts. The four stories above and the massive attics are made of pressed bricks, numerous bay windows furnishing light and air for guest's rooms. The Stewart Avenue side on the ground floor shows the hotel office and entrance to the theater. The hotel is in every respect modern, and is furnished with hydraulic elevators, gas and incandescent lights in every room.

The Timmerman Opera House is heated by steam and lighted by electricity and is unique in having four outside walls, each supplied with numerous exits which render it possible to empty the house without confusion in a very brief time. Its two galleries are supplied with similar exits connected with the ground by outside iron stairways. The house contains 1,250 chairs and has additional available seating capacity not ordinarily in use. This opera house, which under a change of name has come to be popularly known as the Marlow Theater, is located in the center of a population of more than 50,000 and has grown into a constant and lucrative patronage.

From December, 1890, to December, 1891, Mr. Timmerman was the representative of the National Cordage Company in the sale of its binder twine. December 31, 1891, he became manager of the Chicago office of A. W. Stevens & Son, of Auburn, N. Y., manufacturers of threshers, engines and other agricultural machinery. Previously, however, July 6, 1889, he was elected president of the Inter State Loan and Investment Association, and has been re-elected to that office at each successive election since that time. The general office of the company is at Room 624 Insurance Exchange building, 218 La Salle Street, and has branch offices in all parts of the

country. In July, 1890, Mr. Timmerman was elected president of the Belt Line Transfer and Storage Company, and has since been re-elected and is the present incumbent of that office. The business of the company consists in receiving, storing and reshipping merchandise at Chicago. Merchandise is received from factories throughout the country in not less than carload lots, and is stored in large brick warehouses at Seventy-sixth and Sherman Streets, on the Inner Belt Railroad, and is reshipped as the owner may direct, in carloads or in smaller quantities.

Mr. Timmerman may be regarded as having been one of the pioneers of Englewood. His earliest recollections are of a dozen or more insignificant buildings at the crossing of the Rock Island and Fort Wayne tracks at what is now Sixty-third Street, popularly known as the "Junction." Later this locality was known as "Junction Grove" until it was rechristened Englewood. Mr. Timmerman has built seven residences in this part of the city, and has all along done his part in the development of Englewood—from a hamlet of shanties to the magnificent section of Chicago that it is to-day, from a population of 100 to a population of 100,000. He has become identified as a charter member in every club ever organized in Englewood, and is a Knight Templar Mason, being a member of Englewood Commandery No. 59.

Arthur C. Gehr. The name of Gehr has long been among the most honorable on the list of those connected with the real estate interests of the Garden City and upon the roll of members of the Chicago Real Estate Board. The two men bearing it have, in the different periods in which they have operated, singly and jointly, and in the long period they have covered as founders of partners in and successor to a great business in this line, ranked among the most prominent real estate operators, not only of Chicago, but of the entire West. The course of the house of Samuel Gehr, Samuel Gehr & Son, and Arthur C. Gehr & Co., as it has been called successively, has been one of uprightness combined with enterprise and business judgment of the highest order, and the success it has won has been the satisfactory success that results only from earnest endeavor worthily conceived and carried to fruition. The long time since Samuel Gehr began business in Chicago has well nigh covered the period of the real estate history of the city, and it may be truly said to have covered that of its most wonderful and rapid development early and later.

Samuel Gehr was born at Smithsburg, Washington County, Md., in 1829, and received his early education at the well-known school of George Pearson, and in 1851 was graduated from Marshall College, in Pennsylvania. He early developed a penchant for the law, and for two years after completing his education read in the office of Judge Weisel, a distinguished lawyer of Hagerstown, Md. In 1853 he came to Chicago, then, as now, the objective point of many of the most enterprising young men of the whole country, and here supplemented his forensic training by further study, and in due time was admitted to practice in the several courts of Illinois. He then entered the office of Rees & Kerfoot, a firm composed of those old real estate

men James H. Rees and Samuel H. Kerfoot, when his knowledge of the law was found of much utility, and he was enabled to obtain a practical insight into the real estate business as transacted on a large scale for that time. This connection was continued to the mutual advantage of Messrs. Rees & Kerfoot and Mr. Gehr until 1861, when the latter established himself in business in connection with Hon. Luther Haven, under the firm name of Luther Haven & Co., at Lake Street, opposite the Tremont House. This partnership was terminated by the appointment of Mr. Haven, by President Lincoln, as collector of customs for the port of Chicago. From that time until 1884 Mr. Gehr conducted the business upon his own account and came to be recognized as one of Chicago's most progressive and prosperous real estate men. In 1884 his son, Arthur C. Gehr, now one of the leading real estate operators, became his partner, and under the firm name of Samuel Gehr & Son the business was continued until July 9, 1886, when, through the death of Samuel Gehr, Chicago lost one of its pioneer real estate operators and one of its most enlightened, enterprising and honorable business men. In his time Mr. Gehr was interested in some of the deals which years ago made Chicago known the country over for its activity as a real estate center. All through his career he found his knowledge of the law of invaluable service, and his associates knew him as one of the best informed men in the West upon the law in its relations to real estate and one of the oldest and most honorable in settling all questions of title, proprietorship or conveyance.

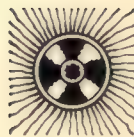
He became intimately acquainted with local values and conditions, and his good judgment and integrity made those who came to him as casual patrons his most confiding, steady customers. Until 1853 he conducted a business comprehending only the purchase and sale of real estate, but in that year he added the making of loans for eastern capitalists and the care and management of large estates. Mr. Gehr was a useful citizen, liberal and helpful to all good interests. Long a member of the Real Estate Board, he exerted upon that body an influence for its benefit and for its upbuilding, the results of which will live through all time and have stamped their impress upon the growth of the city and the development of all its interests. He was patriotically, but not for personal benefit, interested in politics, and his influence was always potent toward the choice of good men to places of high trust and responsibility and the purification of municipal government in all its departments. He was a member and long a warden, of the Church of Ascension, and in various ways contributed practically toward the establishment and maintenance of numerous charitable and benevolent institutions. One of his most prominent traits of character was steadfastness. This was manifested not only in his persistent application to business, and in his friendships, but in the more unimportant affairs of every-day life, as, for instance, in his banking, solely with the one Merchants' Loan and Trust Company, during the whole of his career in Chicago and in the occupancy of offices at 114-116 Dearborn Street continuously from 1863 to his death, except during the short time when the

work of rebuilding was going on after the great fire, a trait which seems to have been inherited by his son, who has since occupied the same offices (in the Boyce building) until obliged to vacate on account of the work of demolition of the bed and erection of the new Boyce building, and expects to make his building headquarters in that structure for years to come. Indeed it may be said of Mr. Arthur C. Gehr that he has proven in all things a worthy successor to a worthy sire.

Samuel Gehr was married in 1857 to Miss Phebe Bostock, who survives him, aged about fifty-four. Of their seven children, of whom Arthur C. was the second born (November 30, 1862), four others are living. Arthur C. was educated in private schools and at the grammar and high schools of the city. His first business experience began at the age of seventeen or thereabout, in the great wholesale establishment of Field, Leiter & Co., where he remained about two and a half years, leaving to go to Salem, Ore., where for nearly two years he was employed in the Capital Flour Mills. There he became familiar, not only with the operation of large flour mills and the manufacture of flour and kindred products in all their marketable grades, but with the mechanical construction of such manufactories, and the connection and functions of all their component parts. This information he has since found useful in its application to the construction of other large buildings of a different character and therefore advantageous to him in the transaction of real estate business in all its details. Returning to Chicago in the fall of 1884, he became a member of the firm of Samuel Gehr & Son, succeeding to the business at the death of his father in 1886. In that year he took a membership in the Real Estate Board, in which body he may be said to have succeeded his father also, and his efficacy in which was recognized by his choice as its secretary for the year 1889, and as a member of its call board committee for 1893.

Mr. Gehr has a place among the real estate men of Chicago of which few men of his age have acquired, and it is something to his credit as the successor of his honored father that he at this time controls many of the interests which were confided to the latter thirty and thirty-five years ago, and does business for and with the children and heirs of his father's old clients. There is probably not in all Chicago another instance of such long continuity of one business in all its details, after having passed from sire to son. During recent years Mr. Gehr has been connected with some notable deals, leading to the erection of monumental structures. In 1891, in conjunction with Cyrus Bentley, the owner of the twenty feet adjoining the old Boyce building on the north, he leased the property, in behalf of Miss Sherman, to W. D. Boyce for the term of ninety-nine years at an annual rental of \$11,500. In February, 1893, Mr. Boyce purchased Mr. Bentley's fee simple for \$122,500. Mr. Gehr still represents Miss Sherman, the other owner of the fee, and has the building in charge. He has taken especial pride in his connection with this enterprise in view of the occupancy of offices in what came to be known as the Boyce building by the Gehrs, father and son, for nearly a third of a century, which has already been referred to.

Not only does Mr. Gehr stand high commercially as one of those who, by the management of Chicago's great real estate interests, has done much to give the city its present eminence and world-wide fame, but he is deservedly popular socially among his fellow-citizens. He is a member of the Iroquois Club and of other social, secret and benevolent associations of different kinds, and is one of the most energetic and influential of the younger Democrats who have come to be known for their strength and not as office seekers in Chicago within the past few years. In all things he is a liberal-minded and useful citizen, who bids fair in the many years that are undoubtedly yet before him to take the highest rank as a capitalist and manager of large interests not only in Chicago, but in the whole country.



CHAPTER III.

BANKING IN CHICAGO.

BY CLINTON B. EVANS.

FIRST PERIOD.

THE first period in the history of banking in Chicago properly extends from 1835 to the time just antedating the war of the Rebellion. This period embraces the era of wild-cat currency in the West and the various accompanying and collateral ills, inconveniences and misfortunes resulting from a confusion of State laws and the experimental attempts of financiers and legislators to provide a currency to accommodate the commercial, industrial and agricultural demands of a new country in the early stages of extraordinary and exuberant development.

Conditions were chaotic, and the leaders of thought, as well as the masses of the people, were groping—feeling their way across uncertain ground toward a firm footing. Many false steps were taken in the progress of the country to a stable basis, and the banking history of the times is a curious blending of honest effort, guided by patriotic impulse, and of individual scheming, the results being, in the main, highly unsatisfactory.

Chicago, by reason of her position on the frontier of trade and constructive activity, reflected vividly many of the kaleidoscopic financial changes of the period, and afforded a photographic picture of the vicissitudes through which the pioneers and builders of the city and the great West were obliged to pass. From an end-of-the-century view their struggles are enveloped in a glamor of heroism.

In the foreground of the first period of the banking chronicles of Chicago the figure of George Smith stands out in almost isolated prominence. Although not the first banker in Chicago, he was among the first, and was the leader of his class for twenty years. The impress he made on those troublous times stamps him a man of remarkable force, sagacity, and courage. He was a unique and picturesque character, and although he retired from active participation in business affairs in 1857—thirty-seven years ago—the old times are still full of anecdotal reminiscences illustrative of his peculiarities of habit, speech, and action. George Smith is still living at an advanced age, in one of the most quiet and exclusive clubs of London, England, a bachelor of enormous fortune, without a relative in the world, it is said.

Mr. Smith established himself in this city late in 1836, and engaged at once in the banking business. He left in 1857, or thereabouts.

His first visit to the new West was in 1834, as a prospector, his purpose being to invest in land on a large scale. Falling in with Messrs. Strachan and Scott, fellow Scotchmen, his thoughts were turned into other channels, and on his return two years later he became associated with Alexander Mitchell and the two other gentlemen named, in real estate and banking. A year or two later they organized the Wisconsin Marine and Fire Insurance Company of Milwaukee, Wis., of which Strachan & Scott, and later George Smith & Co., were the Chicago agents. In reality the business of the Milwaukee company was directed by George Smith, though Alexander Mitchell, a man of almost equal force, took the reins upon the retirement of Mr. Smith. Under his management it became one of the greatest banking institutions in the country, known and recognized as such all over the world. Strachan & Scott were more or less intimately associated with Smith and his enterprises until their removal to New York in 1840, friendly relations not ceasing even then.

Chicago had no bank up to 1835, although previous to that year the merchants and dealers of this section had availed themselves somewhat of the credit and standing of Gurdon S. Hubbard, the merchant and fur-trader, in the facilitation of business with New York. To Mr. Hubbard rightfully belongs the credit of being Chicago's first banker. The population of the present western metropolis was only 3,265 in 1835, though within the next seven years it was more than doubled.

In the winter of 1835 the Illinois Legislature authorized the creation of a new State bank with six branches. Enterprising citizens of Chicago at once set about securing the location of one of the branches in their city. Success crowned their efforts, and in June of that year "the Chicago Branch of the Illinois State Bank" was organized, with John H. Kinzie, president; W. H. Brown, cashier, and the following directors: John H. Kinzie, Gurdon S. Hubbard, Peter Pruyn, E. K. Hubbard, R. J. Hamilton, Walter Kimball, H. B. Clarke, G. W. Dole and E. D. Taylor. The bank began business in December, 1835, with a great flourish of trumpets, in Garrett, Brown & Co.'s four-story brick block, on the corner of South Water and La Salle Streets.

The Branch Bank did not long meet the demand that called it into existence and was wound up in 1843, after an unsatisfactory career of seven years. The authorized capitalization of the parent bank was originally \$1,500,000, which was subsequently increased to \$3,100,000, the capital of the Shawneetown Bank, another State bank of earlier origin, being increased at the same time from \$300,000 to \$1,700,000. This enlargement of banking capital under State control was part and parcel of a scheme of internal improvements, magnificent in conception and disastrous in results, undertaken by the State in obedience to the demands of land speculators and the clamor of settlers anxious for better means of inter-communication and the transportation of

produce. The improvements authorized by the Legislature called for an expenditure of \$9,650,000, which had to be raised by the sale of bonds.

In order to give the people the increased banking facilities they were asking for and at the same time create a channel through which a portion of the bonds could be floated in a convenient way, the State subscribed for \$2,100,000 of the capital of the Illinois State Bank, and \$1,500,000 of the capital of the Shawneetown Bank. In part payment for the State's subscription to this banking capital, the Legislature directed the "Fund Commissioners" to turn over to the Illinois State Bank \$1,765,000 improvement bonds at par, and to the Shawneetown Bank \$900,000 improvement bonds on the same terms. These bonds were accepted by the banks as cash. The Shawneetown Bank sold most of its \$900,000 allotment, but it does not appear that the Illinois State Bank found a satisfactory market for its \$1,765,000.

The bonds were used as bank capital, however, and afforded a basis for perilous, and, as events proved, a fatal expansion of its business. It was the original expectation that the State bonds would sell at a premium, but this hope was not realized and they eventually became almost unmarketable at a ruinous discount. Thus the two banks named, which, by the terms of legislative enactment, were the State's fiscal agents for the scheme of internal improvement, became hopelessly involved in the fortunes of the ill-starred enterprise, and were dragged into bankruptcy. The tail went with the hide, and the Chicago Branch Bank went down with the parent institution. Its failure was the more complete from the fact that in winding up the affairs of the two principal banks the State turned back its stock for an equal amount of State bonds, thereby reducing its indebtedness to just that extent, but leaving the private stockholders and creditors to stand the losses consequent upon the natural shrinkage of assets in the process of liquidation.

The foregoing reference to an eventful period in the history of State banking is necessary in order to explain the reason for the failure of Chicago's first bank. That institution had not been able to furnish the facilities required by the rapidly growing community. Its ability to extend banking accommodation was limited. Its notes were discredited and instead of serving a useful purpose it contributed to driving silver out of circulation, compelling residents of Chicago and vicinity to resort to anything and everything that could be utilized as a medium of exchange. During these trying years the people had to use canal scrip, city scrip, plank road scrip, St. Louis scrip and the wild-cat notes of Michigan State banks, as well as the tickets of credit issued for change by local merchants, dealers and business houses in every line of trade. Everything went at a discount ranging from ten to eighty per cent. There was no standard by which the value of any sort of paper money could be gauged for longer than twenty-four hours at a stretch. The stuff burned everybody's hands and the universal aim seemed to be to get rid of money before it should turn from a heavy and varying discount into a condition of absolute worthlessness.

It was at this stage that George Smith, Alexander Mitchell and Strachan & Scott came upon the scene with a banking scheme that, although in rank evasion of the spirit and letter of the banking laws, met with popular favor and for a long series of years grew in public esteem and confidence. In brief they turned the Wisconsin Marine and Fire Insurance Company into a bank. Although ostensibly an insurance company, and actually doing an insurance business, it was clear from the first that insurance was not the chief aim and object of its existence. The Wisconsin Marine and Fire Insurance Company had a capital of \$225,000, half of which was held by Smith, Mitchell, Strachan and Scott and the remainder in Scotland. From the company's office in Milwaukee certificates of deposit were issued to customers in denominations of \$1, \$2, \$5 and \$10. They were engraved like bank bills and read as follows:

WISCONSIN MARINE AND FIRE INSURANCE COMPANY.

No.

This is to certify that E. I. Tinkham has deposited in this institution dollar , which will be payable on demand to bearer.

MILWAUKEE, WIS., July , 18 .

GEORGE SMITH, *President.*

ALEXANDER MITCHELL, *Secretary.*

These certificates of deposit, issued in similitude to bank notes, were made redeemable in gold at the home office in Milwaukee, at Strachan & Scott's, in Chicago (for a short time), and afterward at George Smith & Co.'s. At a still later date redemption agencies were established in Galena, St. Louis, Cincinnati, and Detroit. During the first year of the bank's existence only \$34,028 of the certificates found their way into circulation. By 1845 the amount had increased to \$250,000, and in 1851 the outstanding circulation, based on the credit of the Wisconsin Marine & Fire Insurance Company, or "George Smith's Bank," as it came to be known from the Atlantic Ocean to the western frontier, was \$1,470,000. That was the maximum of its issue. In 1851 the Milwaukee company was given legal authority to do a banking business. Thereafter the policy of contracting circulation was adopted and rigidly adhered to.

During the first thirteen years of its existence Smith's bank enjoyed the distinction of the concentrated opposition of the so-called "legal banks" of this and neighboring cities. Large quantities of his bills would be accumulated and sudden descents made upon the agencies of redemption with demands for gold in the hope of some time catching the shrewd banker and his equally sagacious associate, Alexander Mitchell, unprepared. Every successive failure to "break the bank" established the Scotch combination a notch higher in public confidence. As Smith made it a practice to keep on hand an assortment of the bills of other banks, it was an easy matter for him to gather in the gold in short order that was drawn from his vaults on these raids. All he had to do was to present their own notes for redemption to an amount sufficient to

restore the previous status. It is related of Smith that he never lost his temper under the most trying circumstances, and, that although often urged to reprisal, he never pressed another bank, however vindictive its attitude toward him may have been. He would never retaliate, although his partners and friends frequently suggested that he ought to teach his enemies a lesson by "fighting back." There was hardly a time in nearly twenty years that he could not have literally broken every bank that had attacked him. In one case he kept nearly the entire circulation of a rival banker in his vaults for over a year.

The banker in question was especially vindictive toward the Scotchman and headed a series of raids on his banks, yet during all that time there was not a day that the person against whom he was directing his envenomed shafts could not have reduced him to beggary. It was not until several years afterward that the story of Smith's forbearance came to the belligerent banker's ears.

Early in the fifties George Smith extended his operations by establishing a chain of what were called Georgia banks, under the state banking laws authorizing the issue of notes based on state bonds. The signs of the times were threatening, and one day he made up his mind that the irrepressible conflict between the North and South could not be delayed for many years. He was one of the first to appreciate the tremendous consequence of the impending struggle, and he determined to escape the ordeal he saw ahead of him by withdrawing from business. It took him four years to carry out his plans in this respect, but three years before the storm clouds burst upon the country he had everything arranged to the minutest detail, and was on his way to England.

Since his departure, in 1858, George Smith, has only visited the United States twice, and then only briefly, though his American interests are said to be very heavy. His foresight got him out of a dangerous branch of banking at just the right time, as it might have cost him his entire fortune to make good his notes, which were presumably based on the bonds of Southern States, they being the most popular security for that purpose at the time, security that became worthless with the breaking out of the war. Very few people knew the true reason of his retirement from active business. It was solely on account of his belief that the country was on the eve of a mighty civil war, a belief that became a conviction nearly ten years before the firing on Fort Sumter.

Considerable space has been given to George Smith because, in the telling of his history, the reader may be best able to gain an insight into the spirit of the exciting times in which he ran his career in Chicago. He was a great banker, the greatest probably ever identified with the interests of the city. For nearly twenty years he was the conspicuous figure that towered above all others in his line in the Northwest. To him, more than any other one man or any dozen men, were the people of that period indebted for whatever of stability there was to currency and banking. He

established a standard of 100 cents on the dollar, and in living up to it he compelled his rivals and competitors to adopt the same standard, which, it may be stated here, was vastly above the general standard prevailing through the West at that time. Banks that could not stand the "stern Scotch test" fell by the wayside, as undeserving of public confidence.

The panic of 1837, precipitated by the withdrawal of Government favor and funds from the United States Bank by President Jackson, was late affecting Chicago and Illinois. The people were buoying themselves by self-deception, and trying to demonstrate that the true way to secure exemption from the hardships visited upon the rest of the country was to tax themselves for extravagant internal improvements. The feverish "spree" was over in a year or two; the "headache" lasted three years. A disastrous drouth was the culminating stroke, causing widespread distress and suffering. The people put themselves on short rations, and there ensued a season of genuine suffering among all classes. Chicago felt the woes and discomforts of hard times as severely as her neighbors, but the town kept on growing, and in 1844 boasted of a population of 8,000 souls. By 1850 the number had increased to 28,960, and by 1857 to 93,000.

During the years 1836-40 the Chicago Branch of the State Bank, George Smith & Co., and Strachan & Scott monopolized the banking business of the community. In 1840 Strachan & Scott sold out to Murray & Brand, and removed to New York. The same year the "Branch Bank" removed to Lockport, though an agency was kept open in Chicago. It formally closed its doors two years later. By 1844 several individuals and firms had established themselves as bankers, the list including (in addition to those heretofore mentioned) Newberry & Burch (Walter L. Newberry and I. H. Burch), Griffith & Vincent, R. K. and Elijah Swift, and H. W. Wells, agent for an outside bank, the Farmers and Mechanics of Michigan.

During the next five years there were the following additions to the list, as shown by the directory of 1851: Tucker, Bronson & Co., Jones & Patrick (William Jones and Milton S. Patrick). The style of Murray & Brand had been changed to Alexander Brand & Co., and I. H. Burch, besides doing a private banking business, owned the Chicago Bank and the Chicago Savings Bank. No statement is extant showing the amount of banking capital employed at any of these dates. There was no law requiring the publication of statements of condition, and it was altogether a matter of personal and partnership credit. It was an era of private banking, and also an era of almost total irresponsibility. The country was plastered with wild cat currency of doubtful value or no value at all, and this condition was not improved to any extent after the passage of the Illinois State banking law in 1851, under the provisions of which it was found possible for bankers to issue notes to an amount ridiculously out of proportion to the actual original investment. The Wisconsin Marine and Fire Insurance Company gave out statements occasionally when the fire against the concern by other banks got particularly hot, but that was all.

About 1845 the banking center of the city was definitely located at and near the corner of Lake and Clark Streets, and that remained the fiscal heart of the community for many years thereafter. The Hibernian was the last banking institution to leave that quarter, not taking its departure until the completion of the Ashland block, in 1891, when it removed one block south of its old home into fine new offices in the "skyscraper."

The Chicago Marine and Fire Insurance Company was the first to incorporate as a banking institution under the State law of 1851, under the style of the Chicago Marine Bank. Its charter dated from January 13, 1852, and J. Young Scammon was its first president, and E. I. Tinkham its first cashier. Tinkham had previously served as cashier of George Smith's bank, and had gained national fame by reason of the fact that his name appeared on over \$1,000,000 worth of Smith's bills as the individual who had deposited the money with the institution represented by the face of the certificate. The Chicago Marine and Fire Insurance Company was in existence when George Smith first came to Chicago. His Wisconsin company was modeled on the same plan, and the idea of issuing the currency that afterward became famous seems to have been suggested by the fact that the Chicago company had a few certificates of deposit outstanding, though no effort was made to give them standing as a circulating medium either then or afterward. The Chicago Marine Bank started in with a capital of \$50,000, which was increased the following spring to \$500,000 (\$150,000 being paid) and stocks deposited with the State auditor to secure a circulation of \$99,000.

During the year 1852 the following banks were established, several of them, as will be noticed, being old banking firms reorganized and given new form:

The Southwestern Plankroad Company, which had a moderate outstanding circulation, was reorganized as the Commercial Bank.

Stephen Bronson and Levi D. Boone organized the Merchants' and Mechanics' Bank, Boone being its president, and Bronson cashier. Capital, \$100,000; circulation (in 1851), \$54,700.

The Forest Bros. (Henry L. and Thomas L.) organized the Union Bank, with Andrew J. Brown president, and the Forests joint cashiers. Capital, \$20,000; paid in \$50,000; circulation, \$49,995.

I. H. Burch & Co. formed the Chicago Bank, with a capital of \$100,000; paid in, \$59,500; circulation \$53,997. Thomas Burch, president; I. H. Howe, cashier.

Bradley & Curtis started in under the style of the Chicago City Bank, with a nominal capital of \$200,000, and a circulation of \$59,994.

Chase & Co. organized the Farmers' Bank with a secured circulation of \$50,000. Both the City Bank and the Farmers' Bank were short lived.

The Bank of Commerce, with A. W. Davisson president, and T. McCalla cashier, began business with \$200,000 nominal capital; paid in, \$52,000; circulation, \$50,000.

George Smith and Elisha W. Willard organized the Bank of America, with a paid-in capital of \$50,000, and a nominal capital of \$1,000,000; circulation, \$50,000.

H. A. Tucker & Co. started the Exchange Bank, of which the founder was first president, and Hamilton B. Dox first cashier. Circulation, \$49,995. Mr. Dox is still actively engaged in the banking business, being cashier of the Hibernian Banking Association.

Seth Paine & Co. gave being to the Bank of Chicago. Paine was an eccentric character, with very peculiar ideas about banking, which he tried unsuccessfully to carry into execution. His experiment only lasted a few months.

Gurley & Farlin organized and owned the Metropolitan Bank, and a bank was also established on the North Side called the Butchers' and Drovers'.

R. K. Swift, Lyman P. Swift and J. S. Johnson, associated under the style of R. K. Swift, Brother & Johnson, did not change their firm title, and continued to do a large private banking business. This concern had extensive connections, and was the first to do an exchange business with San Francisco, establishing a branch office in that city during the gold-mining excitement.

There were also in existence in 1852 the Chicago Savings Bank, the Dollar Savings Bank, the Marine Savings Bank and the Dime Savings Bank. The Illinois Savings Institution was established in 1856 under the auspices of such men as John H. Kinzie, Gurdon S. Hubbard, John C. Haines, William B. Ogden, George W. Dole and Nathan B. Kidder, and for many years held high rank as a bank of exceptional soundness.

The Merchants' Savings, Loan and Trust Company (still in existence and one of the stanchest and strongest banks in the city) was organized in 1857, with a capital of \$500,000 (now \$2,000,000), and J. W. Dunham for its first president. Walter L. Newberry was first vice-president, and D. R. Holt its first permanent cashier.

The Western World Insurance and Trust Company, with an authorized capital of \$500,000, of which \$250,000 was paid in, came into existence soon after the passage of the state banking law. George W. Hazleton was first president, and Charles H. Abbott its first cashier.

In 1852 the Wisconsin Marine and Fire Insurance Company was legalized as a banking institution by the legislature of Wisconsin, but it continued to issue its certificates of deposits as of yore, thereby putting its competitors at a disadvantage and rendering their circulation unprofitable. In self-defence several of the city banks began calling in their legal bills and issuing in lieu thereof an indefinite amount of certificates of deposit, practically identical in phrase with "George Smith's bills," and engraved in similitude to their own bills. In order to check what threatened to become a dangerous abuse, and likely to result in the issue of an immense volume of paper with nothing back of it, the bank law was amended to prohibit the practice, under severe penalties. In 1858 every Chicago banker against whom evidence of irregularity in this particular could be found was indicted by the grand jury. Nothing ever came of the cases in the way of criminal prosecution; but the evident determination of a strong

local element, headed by J. Young Scammon, president of the Chicago Marine and Fire Insurance Company, and the Marine Bank, to relentlessly pursue violators of the banking laws, led to the abandonment of that field of banking enterprise by nearly everybody as too risky. George Smith stood out to the last, and under cover of several outside banks, one located in Washington, D. C., two at interior points in Illinois and two in Georgia, he managed to keep in circulation an unknown but large quantity of his own bills, having practically nothing to back them but his own credit. His bills forced the local bankers to greatly reduce the legal circulation, and ultimately Smith's Georgia bank notes became almost as well known through the Northwest as the old certificates of the Wisconsin Marine and Fire Insurance Company. What would have been the end of the fight between Smith and the combined local bankers had the Scotch financier not determined to retire from business and return to Great Britain, is a matter over which those who are familiar with the history of ante-bellum banking in Chicago still delight to speculate. His retirement from the arena at the very climax of his fame had nothing of defeat in it, though, at the time, his enemies tried to give it that color. George Smith & Co. went out of business in 1857, and he ceased to be a troublesome factor about a year before he left Chicago.

The fight against Smith between 1851 and 1856 was rancorous in the extreme. The legal bankers were led from first to last in their campaigns by J. Young Scammon, who had been a growing force in local affairs for many years. On the departure of the object of their hatred Scammon took rank as the leading banker of the city, a position which he held until the great fire in 1871.

The panic of 1857 reduced the number of Chicago banks, but as a whole they passed through that trying ordeal with great credit to themselves, and in 1858 the banking interests of the city were strongly entrenched. There was enough capital actively engaged in the business to supply pressing requirements and a spirit that augured well for the future was dominating. The people were beginning to like the State banking law and students of the situation were confident that under its operation an elastic and satisfactory circulation would be provided to meet every commercial exigency.

Straggling, rushing, scrambling Chicago had grown into a city of 100,000 inhabitants. Wealth was accumulating and the city was feeling confident of its ability to look after and take care of her own financial necessities. Her banks seemed to be entering upon an era of great and unbroken prosperity.

Suddenly the war cloud burst. The secession of Southern States destroyed the value of the security upon which the great mass of the circulation of State banks rested. The country was once again filled with a mass of irredeemable currency and the banks were called upon to go through another season of disaster. Very few were strong enough to live through the experience. Banking, just before and about the breaking out of the war of the Rebellion was perilous in the extreme. It is remembered as the worst time for banks in the annals of Chicago.

SECOND PERIOD.

From 1859 to 1861, inclusive, banking in Chicago was chaotic. The era of wild-cat banking drew to a close and went out in ruin and disgrace. The great events which led up to the war were casting their shadows over the country, and in the mighty convulsions of that time details were not recorded with the fidelity which is necessary to the correct writing of history. The secession of the Southern States was foreshadowed in the decline in the market value of their bonds, which formed the basis of a very large part of the circulation of the banks of Illinois and other Western States. This decline was attended by increasing confusion in the mercantile world, and the currency afloat at the time became entirely a matter of speculative value. The good money of to-day might be utterly worthless to-morrow, and in this period of uncertainty it was, as may be supposed, a paradise for unprincipled men in every vocation of life; and a terror for the honest and well-meaning people. The only thing that offered stable investments was real estate, and those who were fortunate enough to convert their means into that class of property saw their investments increase marvelously during the next few years. Very few of the banking institutions of that day in the West passed through the ordeal safely, and at the present writing there is only one bank in this city doing business under the name used before the war, and that is the Merchants Loan and Trust Company Bank organized in 1857. Others are alive to-day, which were founded on the ruins or reorganization of old banks.

With the withdrawal of the Confederate States all hopes of the payment of the bonds of the South were abandoned, and repudiation, suspension and liquidation were the order of the day. In 1860 there were 110 solvent banks doing business in Illinois under the State laws. They had an aggregate circulation of \$12,320,694, based on securities to the face value of \$13,979,973. The securities included bonds of Southern States in the sums given below:

Missouri	\$3,026,000	South Carolina.....	\$100,000
Tennessee.....	3,321,000	Georgia	335,000
Virginia.....	1,284,000	Kentucky.....	66,000
Louisiana.....	507,500		
North Carolina.....	888,000	Total	\$9,527,500

Illinois and Michigan Canal bonds to the amount of \$531,619; Illinois internal improvement stock to the amount of \$323,238, Illinois 6's to the amount of \$1,418,000, and the bonds of Ohio, Michigan and other Northern States made up the balance. Within the next two years eighty-eight out of the 110 banks were in a state of open insolvency, and the circulation of the solvent banks had been reduced to \$566,163. The ruined banks paid an average of 60 cents on their circulation, but holders of Illinois bank notes lost not less than \$3,000,000 net, besides being obliged to suffer the inconvenience of an insufficiency of money with which to do business. The practical elimination of \$11,650,000 in currency was a serious deprivation to the business inter-

ests of the city and State. Commercial affairs were hopelessly out of joint during the years 1860, 1861 and 1862. The Legislature tried to bolster up the State banking system by amending the law so as to compel new banks to have circulation on Illinois State bonds only. The people voted down a proposition to establish a State bank, and thereafter until the enactment of a national banking law by Congress Chicago had to get along as best she could on the small volume of home currency and a moderate supply of the notes of banks of other States. It was a most lame and unsatisfactory situation, and humiliating to local pride.

The Congress of the United States enacted the National Banking Law in the spring of 1863 and from that year dates the establishment of a banking system which at once gave the people the stability and assurance of safety in their financial affairs, which they had long and vainly struggled for by means of State legislation. The necessities of the government of the United States forced the prompt establishment of a system which might not have been otherwise built up in twenty years, and perhaps longer. The evolution of great reforms unless expedited by terrific political or martial convulsions are almost invariably painfully slow and accompanied by torturing experiences. The National Banking Law as it stands to-day is, in its most essential provisions and principles, the same as that which went into effect during the Rebellion, with the addition only of such minor requirements as were found necessary to facilitate business, and to insure the safe administration of the institutions operating under it.

From 1863 to 1872 Chicago enjoyed, not its first great boom in population and financial advancement, but the first that brought it prominently before the world and gave it international reputation. The population increased during the decade of 1860-70 from 112,172 to 298,977 and its advancement in wealth, commercial and financial importance more than kept pace with its enlargement as a population center. From 1863 until the great fire of 1871, which laid waste square miles of buildings and their contents, estimated to have been worth over \$200,000,000, banking in Chicago was an uneventful calling. National banks and State banks also sprang into existence on every hand and enjoyed a period of exceptional prosperity. The city was growing with unparalleled rapidity, its inhabitants were getting rich and strong. Enterprise in every line prospered in a most extraordinary way, and the conduct of a bank in those days was attended, seemingly, with very small risks. The great mass of investments in every line were successful beyond the expectations of the most sanguine. The banking capital of the city increased in full proportion to the growth of the place in population and wealth, and the demands of the times led to the starting of several savings banks, which after a while grew into popular favor and became the depositories of the savings of many thousands of men and women. The savings banks were under State banking laws and although these laws were framed for the protection of depositors and creditors, results showed that the safeguards thrown

about them were inadequate. Several disastrous failures of savings banks occurred in 1873-1877; those of the last year being especially important, and the events surrounding the collapses being of sensational interest.

THIRD PERIOD.

With the events of 1877 the second period in the banking history of Chicago comes to a close. The third and last period fittingly extends from 1877 up to the present time. From 1877 until the panic of 1893 not a single bank failure of importance occurred in this city; and that is the period of greatest and most substantial development of the financial interest of the western metropolis.

The banks most widely known during the tempestuous period from 1857 to 1863 were the Marine Bank, reorganized in 1863 as the Marine Company of Chicago; Bank of Montreal; Bank of America (founded by George Smith and Elisha Willard); F. Granger Adams; Illinois Savings Institution; Prairie State Loan and Trust Company; Merchants Loan and Trust Company; Chicago Savings Institution and Trust Company; Real Estate, Loan and Trust Company; Rutter, Endicott & Co.; Union Insurance and Trust Company, and the Merchants, Farmers and Mechanics' Savings Bank (better known later as the "Bee Hive").

The first bank to organize under the Federal banking law was the First National. That was in May, 1863. The Second National, Third National, Fourth National and Fifth National were organized in the order named. The years 1864 and 1866 witnessed the establishing of the Union National, Northwestern National, Merchants' National, Commercial National, City National, Mechanics' National and Traders' National. Following along during the course of years from 1866 to 1871 these additional national banks were organized: Union Stock Yards National, Corn Exchange National, National Bank of Commerce and the German National.

The more important private banks in existence during that period were Rutter, Endicott & Co.; Producers Bank; Germania Bank; German Savings Bank; Merchants' Association Savings Bank; Hibernian Banking Association Savings Bank; Chicago Building and Loan Association; Leopold, Mayer & Co.; Scripps, Preston & Kean.

The total authorized capitalization of the incorporated banking institutions of Chicago (Federal and State) was \$6,820,000 at the end of 1865. There is no record of the actual amount paid in, but the amount is believed to have approximated \$4,000,000. Private capital to the amount of about \$2,000,000 found employment in banking channels. Four years later, in 1869, the national banks numbered fourteen, with a paid-up capital of \$5,900,000 and a surplus of \$2,300,000. Private bank capital was estimated at \$3,000,000. In 1871, six months before the great fire, the record showed that sixteen national banks were doing business in Chicago, having an aggregate capital of \$6,500,000 and surplus and undivided profits footing up \$3,041,000. Private banking capital was estimated the same as in 1869. Deposits in the national banks were \$16,775,000, or about one-thirteenth the aggregate deposits in the Chicago banks at the beginning of 1894.

The great fire of 1871 was of course the event of seeming greatest importance in the second period of Chicago's banking history, and for a time it looked as though the city was involved in total ruin. The smoke began to clear from the great conflagration within a very few days, however, and the world still recalls with amazement the sublime courage with which the people of Chicago set about the task of recreating upon the hot coals of the greatest fire of modern times the most wonderful city of the western continent. The apparently well authenticated statement is made that \$50,178,925 was paid by insurance companies upon fire losses sustained at that time, leaving \$135,000,000 unpaid on risks assumed. This \$50,000,000 was poured into the city in a flood, and with it came enormous sums advanced by capitalists from all parts of the world, with which to aid the dauntless inhabitants of the city in the work of reconstruction. Relief societies in all parts of the civilized world sent forward other millions and so it came to pass that the bank vaults during the six months immediately following the fire were full to overflowing. It was at that time that some of the men in control of several banking institutions were carried away by the enthusiasm of the hour and led into unsafe investments of the funds at their disposal. This was especially true of the savings banks, undue proportions of their cash assets being loaned on real estate which subsequently depreciated in value to such an extent as to be practically a total loss, when it came to compulsory liquidation. The national banks did not entirely escape, and the record of failures includes more than one doing business under Federal jurisdiction.

In the spring of 1872, the year following the fire, there were twenty-one national banks, eight State banks and eight savings banks in Chicago; of the latter several were mere branches or department of banks included in the other enumeration. A statement made at the close of 1872 gives the banking capital at \$14,564,885, and the deposits at \$38,129,124. This was some time after the contraction had begun in Chicago values and after vast amounts of money had been spent in rebuilding. A statement taken in the spring of the same year would have shown much heavier deposits. In 1880 the deposits aggregated \$64,764,000, an increase of nearly \$27,000,000 in eight years, during which time there had occurred two disastrous panics, which had sapped the financial vitality of the community and taxed its resources to the utmost.

Frequent repetition of the scenes and incidents immediately following the fire of 1871 has made the story familiar to the reading world. Thursday, October 13, four days after the whirlwind of fire wiped out the city, and while the burned district was still practically impassable in many parts, the bankers met and advertised that on the 15th they would pay fifteen per cent. to depositors. They considered that the extreme limit to which they could with safety go. Meantime the work of excavating the ruins of the bank buildings was progressing rapidly, new quarters were being secured and every preparation made to resume in a moderate way. Almost before they were ready to open their doors every banker in the city was overwhelmed with deposits.

Money poured in faster than it could be paid out, and on Tuesday, October 17, the banks resumed unconditionally the payment of all claims and all checks as presented.

That there should have been great confusion after such a terrific upheaval and wholesale destruction of books, papers and business data was inevitable, but a spirit of mutual concession and good nature prevailed. It was a period of compromise, and the determination to make the best of everything and avoid quarreling was universal. The banks experienced less inconvenience than might have been expected. They did not lose as much as they feared they would, their vaults for the most part proving safe receptacles for valuables. Still such a large proportion of the office records was lost that great reliance had to be placed on the memories of book-keepers, officers of the banks and customers. It is related of Mr. Charles Henrotin, then cashier of the Merchants Loan and Trust Bank, that he restored the record of every account in the bank from memory, so that the bank did not lose a dollar and no customer appealed to the courts. The adjustment was satisfactory to everybody concerned.

Now comes the most unpleasant passage in the chronicles. It relates to wholesale bank failures, general distress, and agonizing and long continued industrial and mercantile depression. Chicago was breathing hard after the tremendous exertions of rebuilding the city. The people were just beginning to realize at what expense of vital energy the marvelous task had been accomplished. They were worn out with the work and were suffering from the consequences of wild delirium and overexertion. As evil fortune would have it, the whole country was struggling at the same time with the reactionary effects of overproduction and extravagance in every possible direction. The country had been developed too fast and was suffering from headache. Like a clap of thunder from a clear sky came the failure of Jay Cooke & Co. It precipitated a financial earthquake that shook the nation from center to circumference.

Bankers, like everybody else, were seized with a panic. Those of Chicago met and many of them counseled general suspension until the fury of the storm should blow over. B. P. Hutchinson of the Corn Exchange, Chauncey B. Blair of the Merchants' National, W. F. Coolbaugh of the Union, George Sturges of the Northwestern, and Solomon A. Smith of the Merchants' Loan and Trust, held out against the proposition, and by their courage and example they carried the day. To their everlasting credit be it said that the Chicago banks with solid front went out to meet the severest ordeal they had ever confronted. Some of them went down, but they were weak and could not have stood the test no matter what measures might have been adopted at the outset.

Among the first to succumb was the Second National, which closed its doors in September, 1873. The bank's capital was \$100,000. Its affairs were wound up by J. A. Ellis, president of the institution. Settlements were made with most of the creditors by turning collaterals over to them. The city's account of \$115,000 was a total loss. The Manufacturers' National, Ira Holmes, president, with a capital stock of \$500,000,

went next, leaving a bad lot of assets, not a little being second and third mortgages on real estate, to be divided among creditors representing claims for about \$1,000,000.

The Cook County National failed January 18, 1875, with liabilities aggregating \$1,800,000. B. F. Allen was president, having bought the controlling interest from D. D. Spencer two years previously, a transaction in which the purchaser was egregiously swindled, as it turned out afterward. Among the assets turned over by Spencer was \$265,000 in paper, as near worthless as ever passes into the possession of a bank. It brought less than two cents on the dollar in the final liquidation. A. H. Burley was appointed receiver, a trust he could not surrender until 1883. The creditors had to be satisfied with fifteen per cent. on their claims. The comptroller of the currency officially described the failure as one of the worst that had occurred under the national banking act.

On selling out the Cook County National, D. D. Spencer bought into the State Savings Institution, of which he soon obtained absolute control, and then wrecked in 1877. During his management of the State Savings Bank, Spencer, the individual, borrowed enormous sums from Spencer the bank president, a large part of which he is supposed to have lost in speculation and in injudicious real estate ventures. Suspicion was directed against him for two years before the failure, the facts in relation to his unsavory connection with the management and sale of the Cook County National having come to light, and the lines closed in upon him long before the formal collapse, though his audacity carried him along in fine form until the very end. Among the bank's assets was a twelve-month note signed by Spencer for \$479,177.40 for money borrowed. The day of the failure a large crowd gathered about the bank and as Spencer drew near with a satchel full of securities to turn over to the institution (so he claimed afterward), some one started the cry, "Hang him," "lynch him." The mob took it up and so frightened Spencer that he fled from the scene, and making his way to the depot took the next train for Canada. He took refuge soon afterward in Belgium, where he was joined by his family and where he remained for many years. He is said to have returned to the States half a dozen years ago and spent a brief period on a farm near Mohawk, N. Y. In any event he was never seen publicly afterward in Chicago. There were many things about the crash of the State Savings that stamp it as one of the most sensational in the banking history of the city. Under the receivership of Lucius B. Otis the creditors were finally paid about 50 cents on the dollar. That was in 1884.

J. Young Scammon's bank, the Marine Company, successor to the Marine Bank, established by Scammon in 1852, closed its doors in May, 1875, with \$450,000 liabilities. The bank had really been in process of liquidation for two years, and when George M. Bogue, receiver, took hold he found only 31 cents cash in the vault and a mass of slow assets in the form of real estate mortgages. Creditors did not realize much from the wreckage.

The Fourth National failed September 25, 1875, owing about \$600,000. The bank's capital was \$200,000. The institution was in the hands of Receiver J. D. Harvey eleven years and ultimately paid 51 cents on the dollar.

The Merchants, Farmers and Mechanics' Savings Bank, R. B. Westfall president, and Sidney Myers cashier, was next to go. This bank was familiarly known as the "Bee Hive." It toppled over in the fall of 1877 and passed under control of S. D. Ward, receiver. The "Bee Hive" was a rotten institution, run for the personal benefit of Westfall and Myers. The vaults were practically bare of cash or assets when it closed its doors, though after three years' negotiations Myers turned over enough property to give creditors a dividend of ten per cent. The "Bee Hive" was organized in 1861, moving from Galesburg to Chicago in 1864.

The Fidelity Savings Bank, owned principally by John C. Haines, who had been identified with the State Savings prior to its acquisition by Spencer, was closed September 24, 1877. It owed \$1,500,000. Dr. V. A. Turpin, the receiver, succeeded in working seventy per cent. out of the assets, though he was many years doing it. Like the "Bee Hive," the Fidelity was operated under a Galesburg charter, and was established in Chicago in 1872.

While under the influence of needless panic, the directors of the Third National closed its doors in November, 1877. It was solvent at the time, and, under the masterly management of receiver Huntington W. Jackson, it paid creditors to the extent of about \$1,700,000 in full, with interest, and left property which fifteen years after the failure made the \$750,000 stock worth \$150 a share. The president and largest stockholder was J. Irving Pearce.

The Central National, organized in 1872 by William F. Endicott, with a capital of \$200,000, failed in December, 1877. The indebtedness was \$300,000. O. R. Glover was appointed receiver. Depositors got sixty per cent. on their claims.

Late in 1877 the Greenebaum banks went down. They were the German National, the German Savings, and Henry Greenebaum & Co. The liabilities of the German National were only \$200,000, which was paid off in full, with the aid of a twenty-five per cent. assessment on stockholders. The Savings bank owed \$450,000, which after five years was also paid in full. J. M. Flower was receiver for the National, and O. H. Horton for the Savings Bank. The failure of the German-American Savings Bank marked the finish of the savings bank panic of 1877—and a most disastrous and memorable year it was.

Despite the rough road that most of the banks had to travel during the panics of 1873-77, the record shows that several new banks were established in Chicago during the decade of 1870-1880, several of them being born right in the midst of the storm, one might almost say. The National Bank of Illinois began business in 1871, the Dime Savings in 1870, the Home Savings in 1872, the Illinois Trust and Savings in 1873, the International in 1872, the Union Trust Company in 1870, and the Hide and Leather in 1880.

The situation began to mend in 1878, and by 1880 the country was again in the enjoyment of general prosperity. There was a reaction in 1883-84 that threatened to be serious. For a time it looked as though the Grant-Ward failure might be the precursor of another panic akin to that of 1873-77, but the depression did not drag out to undue length, fortunately. The effect on business was bad, however, and the dull times were reflected in the bank clearings, which fell off ten per cent. in 1884 from the totals of the preceding twelve months. The years 1880-81-82 were very "fat," though, and the banks could afford to take a streak of lean. Chicago's banking capital was increased \$3,800,000 in 1881, not taking into account the large accumulations of ~~undivided~~ earnings in some of the older concerns. The Chicago National was organized that year, with \$300,000 capital, which was increased to \$500,000 in 1887, and the Illinois Trust and Savings added \$1,500,000 to its capital. Other banks also enlarged their capital. In 1882 and 1883 the following new banks were organized: The Continental National, capital \$2,000,000; Drovers' National, capital \$250,000; Home National, capital \$250,000; National Bank of America, capital \$1,000,000. Besides these new ventures, the First National went through a form of reorganization, coming out with a capital of \$3,000,000, to which has since been added a surplus of \$3,000,000, making it the largest and strongest institution in the West. The Merchants' National was also reorganized in 1883. In 1884 the Metropolitan National was organized, with \$500,000 capital, with E. G. Keith, president. It was during this period that Chicago was made a central reserve city for the National banks.

There was a steady infusion of new banking capital during the half-dozen years following, and continual additions to the surplus accounts of the established institutions. The growth of banking capital was healthy, and at no time did it crowd too fast. The new banks that would "cut in" were not always welcome, as the times were not considered propitious for voluminous enterprise in that line, but there was room for all. From 1884 to 1890 the following new banking institutions were established: American Exchange National, capital, \$1,000,000; Atlas National, capital, \$700,000; Fort Dearborn National, capital, \$500,000; Lincoln National, capital, \$200,000; National Live Stock, capital, \$750,000; Prairie State National, capital, \$200,000; American Trust and Savings, capital \$1,000,000; and the Northern Trust Company, \$1,000,000.

An unpleasant incident occurred in 1888, in the failure of the Trader's Bank, a concern controlled and largely owned by Joseph O. Rutter. The bank's capital was \$200,000. It owed 900 depositors \$400,000, and its total indebtedness was \$840,000. The failure was complicated by the death of Mr. Rutter, the second day after the bank collapsed. Investigation disclosed the fact that the bank had been a shell for several years, and that the president owed it large sums of money, which had been withdrawn and put into outside investments. Rutter had been very prominent in local financial circles for many years, and was highly esteemed. His bank was founded on a virtual consolidation of the Commercial and Savings and the Fifth

National, the former having been moved from Freeport in 1872. The Park National, with a capital of \$250,000, and deposits amounting to \$500,000, closed its doors in 1890. Stockholders had to stand an assessment when the bank's affairs were wound up.

The Chemical Trust, a new State bank, with \$350,000 commenced business in May, 1890, and the autumn of the same year the Globe National, capital \$1,000,000, was established. The united capital and surplus of the National and State banks were shown, by official reports that year, to approximate \$40,000,000, to which must be added \$4,000,000 to \$5,000,000 employed by the Bank of Montreal.

The year 1891 was eventful. The banking capital increased about \$12,000,000, and at the end of the year the grand total of capital and deposits approximated \$225,000,000, against \$189,000,000 at the end of 1890. The Metropolitan National was converted from an institution having \$500,000 capital and \$580,000 surplus into a bank with \$2,000,000 capital and \$1,000,000 surplus. The Northwestern National increased its capital from \$200,000 to \$1,000,000 and its surplus from \$50,000 to \$500,000. The Chemical Trust and Savings changed into the Chemical National, with \$1,000,000 capital; and the Columbia, with \$1,000,000 capital, sprung from the United States National, which had \$500,000. The Bank of the Republic also made its bow, with \$1,000,000 capital. Five new State banks were also formed, viz.: The Central Trust and Savings Bank, capital, \$500,000; Industrial, capital, \$200,000; Milwaukee Avenue State Bank, capital, \$250,000; Garden City, capital, \$500,000; Royal Trust Company, capital, \$500,000. All of the foregoing new State banks, but one, represent the conversion of private banks into corporate form with increased capital and enlarged facilities. During the year the Illinois Trust and Savings Bank increased its capital from \$1,000,000 to \$2,000,000. The only further additions to the list of banks between the end of 1892 and the middle of 1894 were the Bankers' National, with \$1,000,000 capital, and the State Bank of Chicago, capital \$500,000.

Again in 1893 the banks of Chicago, in common with the banks of every other city in the country, were called upon to do battle against adverse tides. Two of the new national banks and three private banks went down. They were the Columbia National, the Chemical National, Herman Shaffner & Co., Meadowcroft Bros., and Lazarus Silverman. In the case of the national banks, the liability of each to depositors approximated \$1,500,000. Creditors of the Chemical received seventy per cent. on their claims up to the 1st of June, 1894, with every prospect of a settlement in full. With what they have received and what they stand a chance of getting, the creditors of the Columbia expect 50 cents on the dollar ultimately. The Shaffner failure was a bad one, with a bare possibility of ten to twelve per cent. for creditors. Silverman settled at 100 cents on the dollar and resumed business. Meadowcroft Bros. made a bad mess of it. Their affairs are in a jumble and hopelessly tied up in the courts.

The banks made the turn into 1894 with vaults full of money, interest rates so

very low and business so slack that the indications point to a lean year with respect to profits. They have their resources well in hand, however, and are strong in the consciousness of their own invincibility and in the respect and confidence of the world. They passed through the panic of 1893 with flying colors. They were at no time obliged to resort to clearing house certificates in order to inflate their credit and circulation, and they came out in far better credit than some of the fiscal centers boastful of previous standing.

The statement of the condition of the national and State banks of Chicago February 28, 1894, reveals the fact that there were twenty-four under the first classification and twenty under the second, and that they represented a banking capital (capital stock, surplus and undivided profits) amounting to \$53,698,641. Of this amount \$34,661,112 was to the credit of the national, and \$19,037,529 to the State banks. The deposits aggregated \$204,104,126. Some of the details from the official records on the date named, together with the totals on previous dates, will prove of general interest in this connection and at the same time enable the reader to note the effect of the panic of the previous year on Chicago's fiscal institutions from the very beginning of the period of restriction to the end.

NATIONAL BANKS.

BANKS.	Capital.	Surplus and profits.	Loans and discounts.	Total deposits.
America	\$ 1,000,000	\$ 258,768	\$ 2,447,343	\$ 3,082,226
American Exchange.....	1,000,000	218 989	3,185,472	3,796,859
Atlas	700,000	196,641	2,270,241	3,128,198
Bankers	1,000,000	91,000	2,086,362	3,251,931
Chicago	500,000	635,361	4,125,246	9,216,140
Commercial	1,000,000	1,215,541	6,185,402	8,580,865
Continental	2,000,000	517,018	5,783,111	9,747,742
First	3,000,000	3,182,168	14,946,935	31,064,887
Fort Dearborn	500,000	106,220	1,775,478	2,439,188
Globe	1,000,000	124,997	2,786,794	3,193,512
Hide and Leather.....	300,000	101,607	660,987	1,437,818
Home	250,000	291,146	750,306	1,211,359
Illinois	1,000,000	1,220,348	8,092,232	13,468,827
Lincoln	200,000	9,183	462,855	600,718
Live Stock	750,000	796,521	2,746,557	3,814,683
Merchants	500,000	1,891,479	5,398,487	10,440,503
Metropolitan	2,000,000	1,127,438	8,218,896	11,426,118
Northwestern	1,000,000	532,953	2,962,341	5,342,670
Prairie State	200,000	17,376	312,685	874,008
Republic.....	1,000,000	72,167	2,231,635	2,651,447
Union	2,000,000	612,763	4,473,451	4,466,801
Drovers	250,000	108,255	763,551	1,715,111
First (Englewood).....	100,000	10,137	254,923	236,913
Oakland	50,000	23,024	274 790	278,470
Total February 28, 1894.....	\$ 21,300,000	\$ 13,361,112	\$ 83,196,089	\$135,417,005
Total December 19, 1893.....	21,300,000	14,516,745	80,876,218	122,354,131
Total October 3, 1893	21,300,000	14,019,546	74,613,166	112,817,394
Total July 22, 1893.....	21,300,000	13,886,506	83,732,058	105,504,853
Total May 4, 1893.....	22,300,000	14,098,260	100,114,308	128,792,587
Total March 6, 1893.....	23,300,000	13,929,731	102,067,729	127,905,848
Total December 9, 1892.....	23,300,000	13,966,076	99,574,283	130,058,452
Total September 30, 1892.....	23,300,000	13,498,865	105,606,277	137,207,107

STATE BANKS.

NAME.	Capital Stock paid in.	Surplus and Undivided Profits.	Loans and Discounts.	Total Deposits.
American Trust & Savings Bank	\$1,000,000	\$ 265,010	\$3,048,518	\$4,326,257
Bank of Commerce	500,000	25,773	1,226,399	815,692
Central Trust & Savings Bank	200,000	18,076	289,854	196,488
Commercial Loan & Trust Company	500,000	92,935	1,221,532	1,121,117
Corn Exchange Bank	1,000,000	1,148,523	5,435,651	6,383,312
Dime Savings Bank	100,000	52,445	303,701	332,843
Garden City Banking & Trust Company	500,000	53,741	707,839	825,776
Globe Savings Bank	200,000	2,373	449,856	421,629
Hibernian Banking Association	222,000	360,338	1,922,952	3,017,190
Home Savings Bank	5,000	35,604	230,912	317,294
Illinois Trust & Savings Bank	2,000,000	1,750,389	14,420,193	20,871,583
International Bank	500,000	186,548	983,096	962,648
Merchants' Loan & Trust Company	2,000,000	1,861,259	8,135,503	14,008,608
Milwaukee Avenue State Bank	250,000	49,577	497,550	374,032
Northern Trust Company	1,000,000	400,902	3,322,635	7,466,767
Northwestern Bond & Trust Company	100,000	24,479	710,371	620,245
Prairie State Savings & Trust Company	200,000	26,026	679,570	1,405,420
Royal Trust Company	500,000	83,759	853,947	719,322
State Bank of Chicago	500,000	112,069	1,770,626	1,975,768
Union Trust Company	500,000	710,693	1,676,948	2,525,122
Total February 28, 1894	\$11,777,000	\$7,260,529	\$47,886,664	\$68,687,121
Total November 8, 1893	12,277,000	7,390,045	41,738,513	67,345,958
Total July 25, 1893	12,277,000	6,976,713	49,176,342	57,655,933
Total June 5, 1893	12,477,000	7,206,476	59,537,979	66,978,573
Total April 10, 1893	12,477,000	7,096,166	63,482,783	72,901,449
Total January 2, 1893	12,477,000	6,635,983	62,310,163	71,623,065

It will be observed that the capital of the national banks (stock and surplus and undivided profits) suffered a shrinkage of \$2,568,619 during the panic year 1893, and the State banks, \$645,947, making a total of \$3,214,566. Previous to the panic the capital employed was \$56,913,207. After the storm had passed and the wreckage cleared away the amount was \$53,698,641. These statements bring out another thing, namely, the extent to which interior points use the Chicago banks as a reserve center. Early in 1893 country banks had on deposit in Chicago \$61,500,000. This aggregate balance was drawn down to \$41,186,000 in July of the same year. February 28, 1894, the country deposits had risen to \$69,942,000, an increase of \$28,756,000 in seven months. The deposits increased materially during the following spring and summer, though city bankers did nothing to encourage the centralization of currency. They had more money in their vaults than they could find profitable employment for as it was, and very low interest rates prevailed. Funds were available on sharp call at two and one-half and three per cent during the period of excessive commercial depression.

Another feature that is emphasized is the fact that Chicago has never achieved distinction as a Savings bank city. It was making headway in that direction before the fire, but the panicky period of 1873-77 caused heavy losses to depositors in this class of institutions, and the people never again got into the habit of using banks to

hoard up their small savings. They favored the building and loan associations instead, and a vast sum of money found its way into land through that medium. Before the 1893 panic the strictly savings accumulations in the Chicago banks footed up \$22,120,000. This total ran down to \$15,447,000, and did not begin growing again to any appreciable extent until well along into the next year. The February statement showed only \$16,834,000 savings deposits.

From information, official and otherwise, it is safe to state that at the middle of 1894 the deposits in the Chicago banks, together with their capital and surplus, approximate \$275,000,000, including the available capital at command of the Bank of Montreal and the Bank of Nova Scotia. There is not much probability of new banks starting for a year or two.

The history of the Chicago Clearing House is a story, in strong colors, of the development and steady growth of the banks of the city. The Clearing House was organized in 1865, with nineteen members; W. F. Coolbaugh was first president, and L. J. Gage manager. The number grew to thirty-one, but was thinned by the panic of 1873-77, and at the present writing (1894) its membership numbers twenty. The aggregate clearings of the Chicago banks in 1866 amounted to \$453,798,648; in 1892 the total was \$5,135,771,187, an increase of over 1,100 per cent. in twenty-six years. But for the creation of the Board of Trade Clearing House, several years ago, the increase would have been much larger. That is a wheel within a wheel, and by its operations the totals of the Bank Clearing House are cut down several hundred million dollars a year. In volume of bank clearings Chicago is the second city in the Union. She passed Philadelphia in 1890 and Boston in 1892. The record of clearings, by years, from and including 1866 to and including 1893, is as follows:

YEAR.	Dollars.	Per Cent. Inc. +. Dec. -.	YEAR.	Dollars.	Per Cent. Inc. +. Dec. -.
1866.....	453,798,648	—	1880.....	1,725,684,894	+37
1867.....	580,727,331	+28	1881.....	2,219,329,924	+27
1868.....	723,293,444	+24	1882.....	2,393,437,874	+ 6½
1869.....	734,661,950	+ 1½	1883.....	2,517,371,581	+ 5
1870.....	810,676,036	+10	1884.....	2,259,680,391	-10
1871.....	868,936,754	+ 7	1885.....	2,318,579,003	+ 2½
1872.....	993,060,503	+14	1886.....	2,604,762,912	+12½
1873.....	1,017,027,828	+ 5½	1887.....	2,969,216,210	+14
1874.....	1,101,347,918	+ 5	1888.....	3,163,774,462	+ 7
1875.....	1,212,817,207	+10	1889.....	3,379,925,188	+ 7
1876.....	1,110,093,624	- 8½	1890.....	4,093,145,904	+21
1877.....	1,044,678,475	- 6	1891.....	4,453,885,230	+ 9
1878.....	967,184,093	- 7½	1892.....	5,135,771,187	+15
1879.....	1,257,756,124	+30	1893.....	4,676,960,968	- 9

In twenty-seven years there were only three periods in which a decrease in bank clearings is shown. These were 1876-77-78, 1884, and 1893. Protracted business depression occasioned the first recession, a spasm of "hard times" the second and a very acute and violent panic the third.

For the information of the curious, the following statement is given showing the deposits in the national banks of the city of Chicago since 1879:

YEAR.	Individual.	Bank.	Total.
1879 .....	.....	.....	\$34,124,000
1880 .....	.....	.....	44,634,000
1881 .....	.....	.....	53,724,000
1882	\$34,798,000	\$21,203,000	56,001,000
1883	37,803,000	23,212,000	61,015,000
1884	33,970,000	22,242,000	56,212,000
1885	40,426,000	26,425,000	66,851,000
1886	42,454,000	29,008,000	71,462,000
1887	47,469,000	33,006,000	80,475,000
1888	50,358,000	34,330,000	84,688,000
1889	53,930,000	38,309,000	92,139,000
1890	54,467,800	40,003,000	94,470,800
1891	67,193,000	50,961,700	118,154,700
1892	77,216,858	52,841,692	130,058,550
1893	70,176,048	52,178,083	122,354,131

Among the notable living bankers of this city may be enumerated: Lyman J. Gage, president of the First National; John J. Mitchell, president of the Illinois Trust and Savings; John R. Walsh, president of the Chicago National; George Schneider, president of the Illinois National; Henry F. Eames, president of the Commercial National; John C. Black, president of the Continental; Orson Smith, vice-president of the Merchants' Loan and Trust; Charles L. Hutchinson, president of the Corn Exchange Bank; J. J. P. Odell, president of the Union National; Isaac G. Lombard, president of the National Bank of America; and the Messrs. Blair of the Merchants' National.

The need of a State banking law was keenly felt many years before it was found possible to secure the enactment of one. Soon after the organization of the Illinois Trust and Savings Bank, in 1873, the leading stockholders of that institution moved to have a law passed, on the same general lines as the National Banking law, with the addition of a trust feature. A bill was introduced in the State Legislature in 1874, and pushed actively. It met with the vigorous opposition of Haines and others of the States Savings and the Fidelity Banks, who secured its defeat. Two years later both of these institutions went to the wall, and then for the first time the real reasons for the hostility of their owners became apparent. Under the operation of a sound banking law, requiring official reports and examinations as to condition, etc., the States Savings and Fidelity could not have kept open a day. Irresponsibility was necessary to their existence.

In 1877 an enabling act was passed, authorizing the removal of banks doing business under special charter from the place of original location. Nothing further was done to secure desired legislation until 1888-89, when the general banking law, as it now stands on the statute books, was enacted. Two years later the trust feature was added, and State banks are now subjected to the same rigid inspection that National banks are, and depositors are given the security of a knowledge that their

interests are jealously guarded by sworn officials of the commonwealth. "Wild-catting" has become an impossibility in banking. Popular sentiment demands that banks must come either under State or Federal supervision, and strictly private banks, under individual control, have ceased to be an important factor in local finance. It is a noteworthy fact that not a single State bank succumbed to the panic of 1893 in this city, or in the State, so far as can now be recalled.

The historical "runs" on Chicago banks after the "wild-cat" days of 1839-60 occurred in 1873, 1876-77, 1884, and 1893. The most disastrous of these was that of 1876-77, when banks went down like a row of bricks. Within a period of two years nineteen banking failures, great and small, took place in Chicago, of which mention has previously been made. The Grant-Ward failure of 1884, accompanied by the downfall of the Marine and other New York banks, precipitated a run on Chicago banks, which, though of promised severity, did not last long. The run on the banks in May, 1893, began and ended with the collapse of two National (Columbia and Chemical) and three private concerns (Schaffner & Co., Meadowcroft Bros., and Lazarus Silverman). The run was directed against three or four other banks, but, being rock-rooted, they withstood the pressure. One of the ludicrous incidents of this panicky period (May, 1893,) was the run on the savings department of the Illinois Trust and Savings. The management broke the back of that assault by keeping a large force of men at work all one night paying depositors. The next day witnessed the end of the run. Stockholders worth over \$100,000,000 came forward at that time with volunteer pledges to the extent of their fortunes.



CHAPTER IV.

BANKS AND BANKERS.

THE First National Bank of Chicago was established in 1863. If there is a confirmation of the Banking Law, approved February 25, that year, required, turn to this institution. It proves the wisdom of the law-makers of that period, for it is, in itself, an irrefutable argument against the "wild-cat" or irresponsible system of earlier days. Though the eighth bank in order of charter under the National Banking System, it has always been one of the first in the order of business. It witnessed the death of State currency; within two years after the date of its organization, beheld the entire currency of the nation under control of national officers, and the whole country, under the Ægis of peace and good government, marching onward to power and prosperity.

The capital of the bank at its beginning was \$100,000. E. Aiken was then president, and E. E. Braisted cashier. Soon after, the capital was increased to \$1,000,000, and the business of the bank kept pace with that of the rapidly growing city. In 1867, President Aiken died, Samuel M. Nickerson was elected to that responsible position, Lyman J. Gage was elected cashier in 1868, and the bank continued to grow in importance and volume.

The erection of a new building on the southwest corner of State and Washington Streets was undertaken during the first part of Mr. Nickerson's administration. Athens marble, as Lemont limestone was then called, was used for facing the exterior, while brick and iron were used in the interior walls. Wood was religiously excluded, and every effort made to render the new building fire-proof. The architecture was Florentine, with balustraded portico in cut-off, and a pediment above the cornice. It was designed to rank with the Tremont, the Palmer, and other great buildings begun after the war, and the design was carried out at a cost of \$220,000. Then the great fire of October, 1871, came, twisting the iron pillars and girders, burning the stone and brick, leaving only the inner vault alone untouched. This fortress withstood the avalanche of fire so thoroughly that even its wooden shelves and the trunks and boxes ranged on them, appeared, when taken out, as if nothing unusual had occurred. In fact, all the safes and vaults passed in security through the flames, so that the losses of the bank were confined to the gaps in the building and one week's idleness. The work of restoration, begun before the smoke ceased

to rise above the debris, was completed by January 1, 1872, at a cost of \$75,000, and the office was removed from temporary quarters to the restored banking house on that day.

Referring to the history of that period, the name of Mr. Nickerson appears as president; of F. D. Gray, as vice-president; of Lyman J. Gage, as cashier; and of H. R. Symonds as assistant cashier. The capital was still \$1,000,000, but the surplus of \$400,000 was also credited, while the deposits ranged from \$3,000,000 to \$4,000,000, and valuables in the safety deposit vaults aggregated several millions. A living faith in the true destiny of Chicago marked the First National then as now; capital rushed thither for investment, and as comparatively few citizens in the burned territory were in debt for goods or property at the date of the fire, the policy of the bank was to aid, as far as safety would permit, the men who lost the savings of years in that catastrophe.

There were nineteen national banks and eight savings banks in operation here January 10, 1872, in which were deposited \$41,742,922, against \$26,077,921 recorded on deposit October 2, 1871, or six days before the fire. The loans by the national banks, outstanding June 10, 1872, aggregated almost \$25,500,000, against \$21,423,503 outstanding October 10, 1871. Of the latter sum all was collected, except a few thousand dollars, a marvel of the times, for many of the customers of the banks lost everything in the fire, yet protected their paper and credit. How far the First National was interested in these immense discounts, and how well its officials aided customers in holding their credit and reestablishing their business are matters of record, the details of which would fill a volume of very dry but very useful information.

The action of the bank during the years of depression, 1873-78, won for its officers a world-wide reputation. No man or enterprise here fell before the wave of panic, that deserved aid and proved his claims at this bank. The men at the helm knew the storm would pass over, and, determining to do all in their power to preserve the prestige of the city, won in 1872, cast their fortunes into the scale, and by this act kept the wheels of industry turning and gave hope to Chicago's trade and commerce. Since Carroll of Carrollton signed the Declaration of Independence, there was no such risk of financial wreck undertaken in the interest of the people, as on that dark day, in 1873, when the president of the First National Bank declared that every legitimate business in this city should be aided as long as the panic continued and the bank endured. This was no idle boast. Ten thousand witnesses can speak to-day and tell how many a business bark was steered to safety by the trusty pilots of the old bank at the corner of Washington and State Streets.

The life of the original charter ended in 1882. Never before was a more stainless charter surrendered. The bank went into liquidation, paying, in addition to the average annual dividend of ten per centum, the sum of \$294 on every \$100 share of stock. More than this was accomplished. It weathered the storms of fire and panic, lived through Chicago's most trying days, and made for its successors a most enviable name.

The new charter, No. 2670, was issued in 1882, and the banking company was reorganized under the old title, with a paid up capital of \$3,000,000. Lyman J. Gage was elected vice-president and H. R. Symonds cashier. Additions were made to the clerical force, but the system of business remained the same.

It was at this time that the idea of acquiring a larger building in the path of the city's progress was entertained. The directors purchased the old postoffice, "The Honest Building," which Jack Haverly restored and converted into a theater in 1876. It was razed in 1882 to make way for progress and the Romanesque six-story and basement structure, now known as the First National Bank building, was erected there. The basement and first story of this large house show vermiculated stone in the exterior and pressed brick in the upper stories. The Roman Doric portico, on Dearborn Street, is formed by two polished granite columns on each side, corresponding with pilasters, carrying a heavy entablature and balustrade. The horizontal prevails in the recessed and the vertical in the corner pavilions. The portico, extending to the second floor level, and the piers in pavilions present the agreeable feature of carrying a high basement and first story as one story. Pilasters do the same for the second and third stories, while the fourth, fifth and sixth stories are formed into one architectural story—the two windows of the sixth story in each corner pavilion and the three in the central pavilion, showing the round arch, completing the section. The great hall, devoted to banking, occupies the whole of the first floor. In the center, on the second floor level, is an elaborate glass roof, and above the sixth story is the glass roof of the court, which lights up the galleries and stairways. Next to the Portland, farther north, its great neighbor, the Montauk, and the Calumet, over two blocks away on La Salle Street, this building must be considered the pioneer of modern commercial architecture in Chicago.

In 1883 the office was transferred to this new building. Once there, all former progress seemed incomparably small. The force was increased, new departments created and improvements in the system of work introduced. Though some of the easy style of business of earlier years remained, the new office was, in itself, a notice that time was valuable and must not be trifled with. There are 217 clerks employed in this office, being thirty-eight more than any other bank in the United States employs, and this large force has still to be increased. The dining hall of the bank is especially reserved for the employees, who are the guests of the company at the daily dinner, the president being generally present. This plan, borrowed from Europe, goes far to render the discipline of the large force of clerks perfect. The daily transactions range in value from \$14,000,000 to \$20,000,000; the daily mail averages 4,000 letters; twelve other national banks and several foreign banking houses deposit with the First National. The statement of resources and liabilities, presented January 1, 1892, tells, as only figures tell, of the place which this great financial institution holds: Resources, \$32,521,178.87; paid-up capital, \$3,000,000; surplus fund, \$2,000,000; undivided profits, \$1,023,059.31; unpaid dividends, \$90,000, and deposits, \$26,408,119.56.

The statement made May 4, 1894, is more interesting, because it comes nearer the present, and the figures certainly speak of progress. Here it is.

RESOURCES.

Loans and discounts.....	\$ 16,344,569.45
Over drafts	3,586.97
United States bonds, secure circulation.....	50,000.00
Premiums paid on bonds.....	8,100.21
United States bonds on hand	105,750.00
Other stocks, bonds and mortgages	1,753,342.90
Bank building and other real estate.....	675,000.00
Due from other national banks	3,260,027.21
Due from State banks and bankers.....	1,391,359.47
Checks and other cash items	12,781.01
Exchange for clearing house	1,185,390.26
Bills of other banks.....	245,000.00
Fractional paper currency, nickels and pennies	12,907.26
Specie.....	7,191,000.00
Legal tender notes	4,160,000.00
United States certificates of deposit for legal tenders	1,360,000.00
Redemption fund with United States treasury , 5 per cent. circulation..	2,250.00
Due from United States treasury other than 5 per cent. redemp. fund..	31,000.00
Total.....	\$ 37,792,064.74

LIABILITIES.

Capital stock paid in.....	\$ 3,000,000.00
Surplus fund.....	3,000,000.00
Undivided profits.....	181,510.37
Individual deposits subject to check	\$ 12,785,023.24
Demand certificates of deposit	1,321,564.23
Certified checks	326,246.86
Cashier's check outstanding	338,959.20
Due to other national banks	11,050,192.78
Due State banks and bankers.....	5,788,568.06
	<hr/>
	\$ 31,610,554.37
Total.....	\$ 37,792,064.74

The statement made July 1, 1894, shows the deposits to be \$30,806,854.65.

The statistics given deal only with one of the twenty-four national banks of Chicago. They are not comparative until other statistics are brought forward. The latest report of the banks of Chicago is dated May 4, 1894. It shows the resources and liabilities of the twenty-four national banks, then in business here, to be \$178,208,538.20. This proves that the First National transacts over 21 per cent., or almost a fourth part of the total business of the banks of this city, and carries with it, by implication, the fact that there are more transactions done over its counters than over those of any bank in the United States.

Lyman J. Gage, who was elected cashier in 1868, was chosen vice-president when the banking company reorganized in 1882, and succeeded Mr. Nickerson as president July 9, 1891, his election taking place June 30 of that year. On the same date Richard J. Street was elected cashier and succeeded H. R. Symonds July 9, 1892. James B. Forgan is vice-president; Holmes Hoge, assistant cashier, and Frank E. Brown, second assistant cashier. The directors are the president, vice-president, Samuel M. Nickerson, S. W. Allerton, Nelson Morris, Eugene Pike, E. F. Lawrence, F. D. Gray, Norman B. Ream, R. C. Nickerson and A. A. Carpenter. The majority of the directory and officers are old citizens, who did more for Chicago than Chicago did for them. Were it proper to speak here of Chicago's best citizen, the name of the president of Chicago's greatest banking company could only be written. The institution itself is the concrete and iron foundation of much of Chicago's greatness.

Fort Dearborn National Bank. A half-dozen years ago the commerce of Chicago began to show evidence of that phenomenal growth and life which was destined to make the decade of the eighties a conspicuous object of observation and thought on both continents, and was certain to lead to the concentration here of larger moneyed interests than had been dreamed of yet by the wisest local prophets of trade. With sufficient foresight to anticipate the necessity here of greater banking strength, the founders of Fort Dearborn National Bank on the 1st of May, 1887, opened the doors of that institution to the public with a capital stock of \$500,000 and with the following first officers: H. N. Hibbard, president; E. E. Crepin, vice-president; Seymour Walton, cashier; and the following directors: W. L. Barnum, E. E. Crepin, H. N. Hibbard, Thomas Kane, Van H. Higgins, George Keller, John McLaren, E. Mandel, A. Plamondon, C. L. Willoughby and S. Parmelee.

But, although the founders were substantial men of business, it was soon discovered that something more was wanted than a good reputation and previous exemplary habits. The stockholders and directors, generally, were men of conservative business habits; but they had not experienced yet in their industrial careers the vicissitudes to be encountered in the life of a banker. Still, they entered upon their duties with a determination to conduct a safe and legitimate banking business on well-known and reputable lines; but severe reverses overtook them, and they were confronted with the probability of heavy losses unless some effective and radical change could be made in the management, whereby the value of the stock could be maintained at or above par and the credit generally of the bank could be held fast.

On April 22, 1889, important changes were made in the official list. H. N. Hibbard, president, and E. E. Crepin, cashier, resigned, and John A. King was elected president. No vice-president was chosen until January, 1890. Mr. King at once assumed the presidential reins, and so well has he performed his duties that he has occupied the important position of head of the concern by reelection ever since. He had no sooner assumed the management than confidence was restored, injudicious

ventures were checked and a healthier tone was given to every transaction of the bank. Not only were the mistakes of the former poor management corrected, but new and profitable fields were entered with a skill and success that surprised the directory and were a source of great pleasure to the stockholders. From the commencement, Mr. King went to the bottom of the slipshod affairs of the bank, removed all obstructions to profit and success, and outlined a system of procedure so original, attractive and wise that his plans were carried into effect, with the result that the bank took on a new lease of life, and has become one of the safest moneyed concerns in the city.

On January 1, 1890, W. L. Barnum was elected vice-president and Peter Dudley cashier. The latter resigned August 1, 1892, and was succeeded by L. A. Goddard, who had previously been president of the First National Bank of Mt. Carmel, Ill. On January 1, 1892, the officers chosen were as follows; John A. King, president; W. L. Barnum, vice-president; Peter Dudley, cashier; Charles McGrath, assistant cashier; and the directors: W. L. Barnum, manager of the Millers' National Insurance Company; J. W. Plummer, president of the Morrison-Plummer Wholesale Drug Company; A. Plamondon, president of the Plamondon Manufacturing Company; John J. McGrath, capitalist; J. H. Witbeck, of the Witbeck Lumber Company; D. K. Hill, of Willoughby, Hill & Co.; E. Mandel, of Mandel Bros.; Thomas Kane, president of Thomas Kane & Co.; George Keller, of the George Keller Manufacturing Company; John A. King, late wholesale druggist. The following official statement was issued by the bank July 12, 1892:

RESOURCES.

Loans and discounts.....	\$1,775,862.98
Overdrafts	950.91
United States bonds to secure circulation.....	50,000.00
Other stocks, bonds and mortgages.....	160,331.25
Due from other national banks.....	\$115,783.99
Due from State banks and bankers.....	47,558.18
	<hr/>
	163,342.17
Real estate, furniture and fixtures.....	14,371.61
Checks, other cash items.....	\$ 760.96
Exchange for clearing house.....	132,174.47
Bills of other banks.....	4,960.00
Fractional paper currency, nickels and pennies.....	571.01
Specie	359,203.75
Legal tender notes.....	94,302.00
Redemption fund with United States treasurer, 5 per cent. of circulation.....	2,250.00
	<hr/>
	594,222.19
Total	\$2,759,081.11

LIABILITIES.

Capital stock paid in.....	\$500,000.00
Surplus fund.....	50,000.00

Undivided profits	\$	21,016.92
National bank notes outstanding		38,200.00
Individual deposits subject to check	\$1,172,291.01	
Demand certificates of deposit	450,619.25	
Certified checks	35,611.52	
Cashier's checks outstanding	5.25	
Due to other national banks	264,793.34	
Due to State banks and bankers	226,543.82	
		<hr/> 2,149,864.16
Total	\$2,759,081.11	

The success of the bank is due to the management of John A. King. He has shown special fitness for the able, prudent and profitable guidance of the affairs of this great institution, and is recognized as one of the wisest financiers of the city. But much of his life has been spent in other pursuits than banking. He has passed through a variety of experiences, which has sharpened his business instincts and firmly grounded his high reputation. He was born at Dewitt, Onondaga County, N. Y., June 2, 1834, and at the age of nine years was employed by Anson Murray, of Syracuse, N. Y., to drive teams and attend fires kindled to char logs. Succeeding this, he was hired to strip tobacco for Greene, Van Nette & Hiar, but one year later began driving teams on the Erie Canal in summers, and attending the district schools in the winters, and so continued until 1849. In 1850 he accepted a position with the mercantile firm of D. B. Bickford & Son, of Syracuse, with whom he remained for two years, and was then offered a position in the Mechanics' Bank of Syracuse, where, for a period of five years, he filled every position from messenger boy to cashier. Here it was that he gained his first knowledge of the banking business, and showed by his rapid promotion, his exceptional skill as a prudent and able financier.

. At the end of his five years' service with the bank he resigned his position of cashier, and took a very important step in his career by coming to Chicago. Upon his arrival here he first secured employment with Samuel M. Nickerson & Co., distillers, who were also connected with the North Branch Distilling Company, of which last named concern Mr. King was elected treasurer, and continued to serve thus for five years. He then engaged in the wholesale drug trade on South Water Street, which he made a profitable business and conducted for twenty-one years, the firm being known the latter part of the time as J. A. King & Co. During this period he amassed a comfortable fortune and became one of the solid and most prominent business men of the city, thoroughly alive to all public enterprises and improvements and an active participant in all measures to advance the general welfare. At the end of twenty-one years he retired from active business for one year, but in 1889 was elected president of Fort Dearborn National Bank, and has thus officiated since, to the satisfaction of the stockholders, the prosperity of the bank, and the credit of himself. William M. King, the father of John A. King, was a native of Brattleboro, Vt., and

moved to Onondaga County, N. Y., when a young man, where he followed the occupations of farming, milling, contracting, and practicing law, and became an influential and respected citizen. He was twice married, having by the first wife two children, and by the second wife four, his second wife having been formerly Miss Hannah Hadley, of Truxton, N. Y. His eldest son, William, lives in Michigan, his son Daniel at Eldora, Iowa, and his three daughters, Mrs. Mary Harrower, Mrs. Rosella Reilay and Mrs. Louisa Johnson, at Syracuse, N. Y. The father passed away in 1840, and the mother in 1859.

In the month of August, 1857, John A. King was united in marriage with Miss Julia L. Stevens, daughter of O. F. Stevens, a prosperous carriage manufacturer of Syracuse, and by her he has had three children: Florence, born in 1858, died at the age of five years; Nellie, born December 31, 1861, is now the wife of Frank H. Hayes, and Agnes, born in 1877, died in 1891.

Globe Savings Bank. The incorporation of this savings bank, December 24, 1890, with a paid-up capital stock of \$200,000, was one of the pleasing incidents of that busy year in Chicago. The incorporators were: C. W. Spalding, Edward Hayes, John Hayes, George F. Andrews, Jas. A. Weston, John P. Altgeld, now Governor of Illinois, and John W. Lanehart; of whom C. W. Spalding was elected president, and Edward Hayes vice-president, the cashier being H. S. Derby. The office was first established at No. 225 Dearborn Street, but was moved, in 1892, to the modern Monadnock building. To-day the depositors' guarantee is \$400,000. The officers and directors include C. W. Spalding, president; H. G. Cilley, vice-president; C. M. Jackson, cashier, with G. F. Andrews, A. W. Harlan, John Hayes and Edward Hayes. Among the members of former boards of directors were Governor Altgeld, John W. Lanehart, W. S. Loomis and James A. Weston, the last named being an ex-governor of New Hampshire. Mr. Camp filled the office of cashier, and Mr. Loomis that of assistant cashier for a short period, a position now held by C. M. Jackson, who was appointed May 10, 1894. The savings department receives deposits of \$1 and upward, and pays interest thereon at the rate of four per cent. per annum, quarterly; while the banking department receives deposits of \$100 and upward, and pays interest on average balances of \$500; issues time, demand and special certificates of deposit, bearing interest at from two to four per cent. per annum, according to terms. In the bond department a large line of conservative investment securities, bearing interest at from five to six per cent., will be kept constantly on hand, for sale in amounts to suit; and in the collection department the bank acts as agent for the collection of notes, bonds, drafts, coupons or other evidences of indebtedness; while residents or non-residents, who may desire an agent to act for them, may leave the entire management of their estates, both real and personal, in its hands, with the assurance that all matters will receive the most careful attention. Rents and incomes are also collected and taxes paid, the charges in every case being most reasonable.

The Globe Safety Deposit Vaults. This modern addition to banking facilities may be said to be conducted by the Globe Savings Bank, the stockholders being identical. John W. Lanehart succeeded Mr. Spalding as president, while W. M. Ervin has been manager since March 1, 1894. This vault has a capacity of 5,000 small, steel safes of assorted sizes, which are locked by combination, or double key lock, at the option of the renter. The whole was built by the Herring-Hall-Marvin Company, with all the latest improvements and appliances that mechanical skill can devise to resist the assaults of burglars or mobs, and are believed to be absolutely impregnable to the attacks of either. While the material used in their construction is of such strength and solidity as to require no other safeguards, yet to make assurance doubly sure, the vaults are further protected by an automatic electric protective system in connection with the Central Police Station, causing instant alarm to be given and police summoned in case of the slightest irregularity. The rates vary from \$3 per year, for small safes, to \$25 per annum, for safes of over 2,000 cubical inches' capacity.

Charles W. Spalding. The term "Old Settlers," is a comparative one in Chicago. The Old Settlers' Association may only receive citizens who came to this city, or were born in this city before the close of 1849; while men and women who located prior to November 9, 1872, and witnessed the rebuilding of the city after the great fire, look upon themselves as old residents, and are considered as such. Of these who settled here since the beginning of the revival in 1880, little is said; though to one conversant with Chicago, they appear a most important class. Tens of thousands have been, and are to-day, leaders in every department of our trade and industries, and in our professions. All these modern men are not ordinary traders, like the great majority of their seniors in residence. Many of them were educated in the best colleges of the land and brought their education to aid in the modernization of Chicago. Charles W. Spalding, president of the Globe Savings Bank, established himself here in 1882. Born at Nashua, N. H., June 11, 1843, he received a practical education in the schools of that old town, and in 1860, entered Dartmouth College, graduating in the Scientific Department of that institution of learning in the class of 1863. Without loss of time, he established himself as a civil engineer, and soon after was appointed to the position of assistant engineer on the surveys of the Boston, Hartford & Erie Railroad, over its Western Connecticut Division. In 1865 that work was completed, and he sought a wider field in the Western States, where railroad building was then carried on extensively and thousands of miles of new road projected. He did not halt at Chicago, but hastened westward, and found employment readily in the land department of the Burlington & Missouri River Railroad, afterward a part of the Chicago, Burlington & Quincy Railroad system. For eleven years he remained in the service of that road as land examiner and civil engineer, land sales agent, tax agent, and lastly as secretary of its land department. For an active, trained mind such as



Charles Warren Shalading

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his, these positions, while appreciated, were really courses in that great college known as "Experience," from which he may be said to have graduated in 1876. That year he purchased an interest in a coal concern at Burlington, Iowa, with a view to making the business a wholesale one. He worked indefatigably, and succeeded in making the trade so large that it outgrew the railroad facilities at that point. In consequence of this, he removed the head office to Chicago in 1882, where the firm is now considered to be among the largest shippers of anthracite coal in the Northwest. He organized the Red Oak Investment Company, while in Iowa, in 1876, the business consisting of loaning money on farm mortgages in Iowa. His successful management is signalized by the fact that the corporation never missed a dividend since chartered in the Centennial Year. In the history of the Globe Savings Bank, given in this volume, his connection with the organization of that strong financial house in 1890 is shown in his repeated elections as president therein recorded.

Mr. Spalding was elected to the Board of Trustees of Dartmouth College in 1891, by the vote of the alumni, being the first and only resident of the western country to receive that honor. He aided in securing the new athletic field for his alma mater, and exerted his influence in the matter of the liberal bequests made thereto in 1893. In June, 1893, he was elected treasurer of the University of Illinois, and since 1867 he has been a member of the Masonic order, now in the thirty-second degree of that work.

As he was a successful engineer, so is he a more successful business man. Under all circumstances, he is a good representative of Dartmouth.

Horatio Gates Cilley. Not many years have gone by since the efforts of Chicagoans were directed toward inducing men of brain or muscle to locate among them and aid in raising the young city to that place which they felt she would occupy. That time is now gone forever, and Chicago has become metropolitan by her own prowess in trade, manufactures, arts and sciences. She is the Mecca of the business man as well as of the artist and journalist, always holding in reserve a place for the strong in mind and body, who enter her extraordinary life with the determination to succeed. Every day, the writer of her history sees new names and new institutions added, and looks forward a century to behold the same conditions on a larger scale. Every day, men of wealth and refinement, coupled with energy, come to cast their fortunes in this magic place, to share in its labors and its profits, and to become more Chicagoan than the Chicagoans themselves. The story of the life of Horatio Gates Cilley, vice-president of the Globe Savings Bank, may be taken as an example of the absorbing power of Chicago. Coming here in 1894, with well-matured plans, he entered an important banking house, and at once took his place among its active officials. Born at Deerfield, N. H., November 1, 1841, he received a practical education in the public school, then studied in the high school of Lewiston, Me., and ultimately entered Dartmouth College. The Cilley family of New Hampshire dates its American beginnings far back of Rev-

olutionary times. His father, Horatio G. Cilley, and mother, Deborah (Jenness) Cilley, could each boast of an ancestry contemporary with the settlement of New Hampshire. When the colonists found it necessary to cast off the chains with which the British ruling class had bound them, Col. Joseph Cilley was among those gallant soldiers of New Hampshire who were foremost in organizing the battle against tyranny and in the battle itself.

Readers of our military history may understand the prenomem "Horatio Gates." Col. Joseph Cilley commanded a regiment, that, when Gen. Horatio Gates was appointed to the Northern Army, August 19, 1777, was assigned to his corps, and was present at Saratoga, when the half-fed, half-clad Continentals defeated Burgoyne's British division October 7, 1777, and drove them to surrender ten days later. A strong friendship existed between the Colonel and Gen. Gates, so that when a son was born, toward the close of the Revolution, the name of the old commander was conferred on the infant. In time, this infant of the Revolution grew to manhood, and named one of his sons "Horatio Gates," who became a lawyer, married Deborah Jenness, and to whom, in 1841, the subject of this sketch was born, he being the third of the family to bear that prenomem. His early life was passed at South Deerfield, N. H., and Lewiston, Me., where he received his preparatory education, and, in 1859, entered Dartmouth College, from which institution he was graduated in the class of 1863, Scientific Department, the president of the bank with which he is now connected, being one of his classmates. That year he moved to Cleveland, Ohio, where he began his business education in the wholesale lumber trade, and remained there seven years. In 1871 he removed to western Iowa, and established a large retail lumber business, making Glenwood his home, where he resided until 1888, when the building enterprise of Clay County, Neb., suggested his removal to the pleasant town of Fairfield. The establishment of a real estate and brokerage house at that point followed, and, in the development of that little prairie city and its surroundings Mr. Cilley was interested until June, 1894, when he removed to Chicago, to accept the vice-presidency of the Globe Savings Bank. His marriage with Miss Julia A. Harrington of Cleveland, Ohio, took place, 1868. Their only child, like the father, grandfather and great grandfather, bears the Revolutionary prenomem "Horatio Gates," being the fourth of the name in the history of the family.

Charles M. Jackson. In Chicago business circles, like in the army of the First Napoleon, promotion comes quickly to him who merits it. Stranger and citizen start even in the race for precedence, and the more competent win in the large majority of cases. This point is pretty clearly shown in the life of Charles M. Jackson. Born at Newport, N. H., in 1866, he received a practical education in the schools of that town, and finished his school days at the Phillips Exeter Academy. Then going to Boston, at the age of seventeen years he found a position in the office of the Old Colony Railroad Company, and remained for five years in the employ of that corporation. Toward



E. S. Lacey

the close of that term he conceived that the Western country offered better rewards for labor and better chances of promotion to young men than staid New England, and in 1888 he came to Chicago to prove his conception of the West. That year he was appointed assistant cashier of the Chicago & Erie Railroad, and filled that position most acceptably for two years.

When the Globe Savings Bank was incorporated, in 1890, its directory looked around for a man capable of filling the office of assistant cashier, and had little difficulty in agreeing upon Mr. Jackson, for a few of the directors were acquainted with his work in the railroad office, and knew of his sterling, business-like methods. So far as himself was concerned, he saw that banking was better adapted to his tastes and presented to him greater possibilities of advancement than railroading, and so embraced it. Appointed general book-keeper in the new banking house, he found his experiences in the railroad office to prove very beneficial, and, as he was promoted, these experiences became of greater value, enabling him to master the details of the several departments easily, and at length winning for him the position of assistant cashier, and, on May 10 of this year that of cashier.

The fact of a young man twenty-four years old holding a position of this class in an institution like the Globe Savings Bank is testimony to his natural and acquired ability. Indeed, he has accomplished within a quarter of a century more than many veterans in the banking houses of the East have in three-quarters of a century.

His marriage with Miss Elizabeth, daughter of O. W. Flanders, formerly connected with the Chicago & North-Western Railroad, took place in 1890. They have one child—Earl S.

This brief record shows, indisputably, the true value of education and industry. Without both, it would be well-nigh impossible for a man of his years to forge ahead to the position he now holds.

Edward S. Lacey, president of the Bankers National Bank of Chicago, is a native of Chili, Monroe County, N. Y.; was born on November 26, 1835, to Edward D. and Martha C. Lacey. When he was seven years old his parents moved to Michigan, and in the spring of 1843, settled in Eaton County, where he had his home until May 1, 1889.

His father was a man of considerable prominence, and filled numerous offices of trust. His grandfather, Samuel Lacey, was major of a Vermont regiment of infantry in the War of 1812, and both his paternal and maternal great-grandfathers served in the War of the Revolution.

Edward S. received his education in the public schools and at Olivet College, and at the age of eighteen became a salesman in a general store at Kalamazoo, Mich., where he remained until he was twenty-one. In 1857 he returned to Charlotte, Mich., and in 1860 was elected register of deeds, which office he held for four years. In 1862 he, in partnership with Hon. Joseph Musgrave, formerly of Ashland, Ohio, established a private bank, which was succeeded in 1871 by the First National Bank of Charlotte,

of which he was a director and cashier, and of which he subsequently, upon the death of Mr. Musgrave, became president.

During his entire connection with this bank, he was its active manager. From the commencement of his business career, Mr. Lacey has been an exceedingly busy man, and has been closely identified with many important matters. He was a director in the Grand River Valley Railroad Company from its organization, and for many years was its treasurer. In 1874 he was appointed by Gov. Bagley a trustee of the Michigan Asylum for the Insane, and held that office six years, when, having been elected to Congress, he resigned. In 1876 he was a delegate to the Republican National Convention, at Cincinnati, Ohio, and from 1882 to 1884 served as chairman of the Republican State Committee, of Michigan. As the first mayor of the city of Charlotte, he contributed largely to its system of public improvements.

In 1880 Mr. Lacey was elected to Congress from the Third District of Michigan, and was reelected in 1882. He received the nomination each time by acclamation, and in each instance ran far ahead of his ticket at the election. His desire to return to private life led him to decline a third term in Congress; but in 1886 he yielded to the solicitations of friends and became a candidate for the United States Senate; but, while showing strength and popularity, was unsuccessful. In Congress he took a prominent part. He was on the Committee on the Postoffice and Postroads, and also on that of Coinage, Weights and Measures; but gave his attention chiefly to questions of finance, and came into prominence among students of monetary matters through a very able speech which he made on the silver question in the Forty-eighth Congress. Among his numerous addresses on financial questions, that on the use of silver as money, before the American Bankers' Association at Chicago, in 1885, brought him into special prominence among the bankers of the country.

Recognizing his peculiar fitness for the position, on account of his many years of banking experience and familiarity with public affairs, Mr. Lacey's friends, comprising prominent citizens and financiers of his own State, of New York, Boston, and Chicago, urged his appointment as Comptroller of the Currency; and, upon their suggestion, the office was tendered him, and he entered upon its duties May 1, 1889. His predecessors had, without exception, been men of high character and ability, and yet it may be said, as a matter of simple justice, that none of them more thoroughly mastered the details of the office than did Mr. Lacey. His administration covered a very critical period within the history of national banking (the Barring failure and its widespread and disastrous effect upon credits and securities being only the beginnings of a series of financial mistakes, which required study), and to his wise judgment, prudent action, and undaunted courage in the management of the banks of this country, business interests are largely indebted for the favorable outcome. It is a matter of note that, in his official management, Mr. Lacey always made a personal supervision of every important detail a paramount duty. In relation to the



Charles L. Hutchinson

national banks of the country he pursued a policy both vigorous and conservative, tending always toward the protection of the depositors and creditors, and it is a noteworthy fact that his policy received very general endorsement.

He studied carefully the details of his office, and introduced many reforms. He aimed to secure every possible safeguard, exercising always a sound discretion in construing such restrictions as, owing to local conditions, would embarrass and annoy bank officers and their customers, without corresponding benefits to the public.

Mr. Lacey is a man of decided convictions, to which he is faithfully and fearlessly obedient. His intrepid integrity is universally recognized. While modest and unassuming in private life, he becomes aggressive in an emergency, never failing to have perfect command of his best faculties. He is a man of attractive personality, and by his courteous manner and manly bearing makes and retains friends readily. He is in the prime of life, has a vigorous, active mind and sound physique, and dispatches business without fatigue.

The office of comptroller of the currency is second only in importance to that of the secretary of the treasury. This office was so ably and satisfactorily filled by Mr. Lacey, coupled with the enviable national reputation as a financier previously acquired, that his services were eagerly sought after in moneyed centers. Several large banks thus located made him favorable offers to take the presidency. He was, however, most attracted by Chicago and its wonderful possibilities; hence, on June 30, 1892, he resigned to accept the presidency of the Bankers National Bank. His successful achievements and conspicuous abilities, together with the pronounced success already attained by this latest addition to the list of Chicago's national banks, give the fullest assurance that those who were instrumental in placing him in control of its affairs and interests made no mistake.

Charles L. Hutchinson. The name of Charles L. Hutchinson is as well known in the art circles of the world as it is known in the commercial circles of Chicago. Born in 1854, he has already accomplished much more than any of his contemporaries; for within a period of thirty-nine years he has dignified trade and banking and humanity itself by his works, leaving panting time toiling after him. Macaulay once said that the Puritans hated bearbaiting, not because it gave pain to the bear, but because it gave pleasure to the spectators. How would the pleasure-haters regard the moderns, many of them descendants of the Plymouth colonies, who abolished the desolate faith of 1620 in themselves and gave to Chicago her great halls for music, the drama, painting and sculpture? Charles L. Hutchinson is one of these—one in whom the increasing purpose of the ages—to widen and beautify thought—is very manifest.

Born at Lynn, Mass., in the year above written, he accompanied his parents, Benjamin P. and Sarah M. (Ingalls) Hutchinson, to Chicago in 1856, and has since been identified with this city in his education as well as in his commercial, social and

philanthropic career. He graduated from the Chicago High School with the class of 1873, entered his father's employ as office boy at \$3 per week, and there studied the principles of the grain trade. In 1875 he engaged in the packing trade, and subsequently was connected with his father in the banking business. In 1877 his father presented him with \$25,000 as his twenty-first birthday present, this sum, with his practical education received in the several departments of the business, being the sum total of aid rendered to him; for B. P. Hutchinson, as is known, desired that his son should carve out his own fortune. By 1880, having earned the reputation of being an able business man, he was admitted to a partnership with his father, and for eight years bought and shipped grain without ever being carried into the region of Board of Trade speculation. In 1888 he was elected president of the Board of Trade, an extraordinary honor for a man of thirty-four years. He also served as president of the exclusive Commercial Club, his election being made unanimous, and when the Corn Exchange Bank was reorganized, he was elected president, a position he still holds. It includes among its stockholders many of Chicago's wealthiest citizens, and is, undoubtedly, presided over by one of the most careful, yet liberal, men of this city. Many other enterprises there are which also claim his attention. He is a director of the Chicago Packing and Provision Company, a director of the Chicago Street Railway Company, a director of the Auditorium Association, a director of the Columbian Exposition, and president of the Chicago Art Institute. With all this he is superintendent of St. Paul's Universalist Sunday School, treasurer of the Chicago University, and a member of many associations and clubs. He is no silent partner of these corporations or passive member of these institutions. His name is now seldom associated with these great corporations, for less material but greater enterprises won his aid and monopolize the use of the name.

His connection with the Art Institute has been of incalculable benefit. Speaking on this subject Director French, of the Institute, early in 1892, said: "Thirteen or fourteen years ago I sought out Mr. Hutchinson on the Board of Trade and asked him to give something to the Institute. He looked doubtful, and gave me \$50. Soon after he became interested, and was elected a trustee. One day the then president, Mr. L. Z. Leiter, said that we ought to elect young Hutchinson president, as he would do more for the institution than all the rest put together. Mr. Leiter was not mistaken. From his example we can see what an enlightened and public-spirited man can do. Mr. Hutchinson is the most valuable man we have, and is the prime mover in every progressive step. When he bought the Demidoff collection of Dutch masters in Paris, paying \$170,000, some of us were mightily astonished. On his first trip to Europe he bought a famous metal collection in London for the institute. Mr. Hutchinson has a great knack of getting things for public good by inviting some rich men to give half, while he gives the other half. He is very catholic in his art ideas and likes everything of genuine merit, from an old Spanish nail to a Rembrandt."

The *coup de main* which made the Art Institute a part of the Fine Arts Department of the World's Fair, and brought the palace on the lake front into life was his. As chairman of the Committee of Fine Arts of the Exposition and as a director of the World's Fair Association, he had the power to impress his idea upon the United States and local directors, and exercising this power, with rare perseverance and logic, carried his idea to materialization, won over the Columbian directory to appropriate \$200,000, the Art Institute to grant \$300,000, and the friends of art throughout the city to subscribe a vast sum. The part taken by him in building up, out of the old Chicago Academy of Fine Arts, the present great Institute, and rearing up on Van Buren Street, near Michigan Boulevard, the Norman-Elizabethan structure, which was the home of western art for some years, is known and appreciated. In later years, when the Romanesque-Flemish house on Michigan Boulevard and Van Buren Street was undertaken, his was the spirit that was the motor of the directory, and just now it was he who planned the sale of the last named building and the erection of the new classic art palace across the boulevard. His patronage of the fine arts and his connection with the art buildings of the city are enough to entitle him to the gratitude of the American people; for he has been the principal in gathering the works of the masters on the shore of Lake Michigan, 900 miles west of the old metropolis, and creating here an institute which is the rival of the older one on Manhattan Island.

What shall be said of his share in giving to this city the Auditorium, with its immense halls, hotel, offices and stores? The writer does not know the details from records, but he is aware that no stronger arguments were put forth for the construction of that giant building than were those of Charles L. Hutchinson. In its new architectural and structural features are shown, and in more than the proscenium arch of the great theater the local masters of art found employment for their hands and brains.

The new university again claimed his attention and merited his aid. When President Harper explained his plan for obtaining a great library, Mr. Hutchinson favored it unconditionally, and, with a few others, guaranteed the payment of the large sum demanded by the owner of the books.

The Chicago Athenæum felt his influence as director while yet it was in the infancy of its usefulness. The Chicago Orphan Asylum had the advantage of his counsel and financial aid, and the Sunday-school of St. Paul's Universalist Association may be considered a creation of his; for he has been its superintendent for over a decade, and, associated with Mr. Higinbotham, built the pretty chapel near the church for Sunday-school purposes.

As vice-president of the Northern Trust Company, director of the State Bank, a member of the Illinois Trust and Savings Bank, and of the Continental Bank, a director in the National Street Railway Company of St. Louis, in the Western Stone

Company, in the Traders' Insurance Company, in the Title Guarantee and Trust Company, he has labored earnestly for his associate stockholders.

The Chicago Archæological Society and the Chicago Athletic Association claim him as president, and a number of other organizations as patron or friend. Amid all this the clubs have his name on their lists of members. The Commercial Club, of which he was president, still claims him as an active member; while the Union League, the Bankers', the Chicago, the Literary, the Calumet, and the Washington Driving Park welcome him as a visitor, though a member of each. His marriage with Miss Frances, daughter of H. M. Kinsley, in 1881, militated against club life; for Mr. Hutchinson loves to pass at home the leisure hours which he may steal from his manifold commercial and semi-public duties.

Chicago presents many instances of the sons of old and wealthy residents following resolutely in the footsteps of their fathers. It would be unjust to state that Charles L. Hutchinson was entirely the architect of his own fortunes, for his father had made a success of life and placed within reach of the son all the opportunities and advantages which wealth alone may offer. It can, however, be stated that he has made the most of those opportunities and advantages, and eclipsed his father, as well as contemporary young men, in the scope and success of business interests and in the magnitude of the financial and mental aid he has given to many institutions of Chicago. He is a citizen of whom we are proud—one of the brightest and best of our sons; for, notwithstanding his birth at Lynn, in the Old Colony, he came here in infancy, was appropriated by Chicago, and now does honor and high service to the 1,900,000 souls constituting the city.

Samuel M. Nickerson. Actions rather than years tell how long men live, and from a recognition of this fact comes the proverb: "The good die young." On June 14, 1830, there was born in the old town of Chatham, Mass., one who was to fill a most important place in the development of the city of Chicago, one who was to be allotted by nature to his proper sphere. Samuel M. Nickerson is a descendant of William Nickerson, of Norwalk, England, who came to the colony of Massachusetts in 1660, and located his home at Chatham. He came with impressions formed during the reign of Cromwell, and sought in Massachusetts the absence of a standing army and of religious bigotry, for he saw dangers in each the same as convulsed England for one hundred years before he left his native land. The year after his arrival in Columbia he thanked the God of his fathers that he was so far away from the seat of the Long Parliament and the immediate effects of its legislation. Since 1660 the name has been connected with Chatham, and from that town the branches of the family spread out, reaching Chicago as early as 1858, when the subject of this sketch made the city his home. His parents, Ensign and Rebecca (Mayo) Nickerson, moved to Boston in 1837, and there he attended the public schools until 1847. His elder brother had established a mercantile house at Apalachicola, Fla., prior to that time, so that when

Samuel M. determined to enter commercial life he selected his brother's store as the starting point; made the journey from Boston to the primitive Florida town, and remained there as clerk in his brother's store for four years. In 1851 he established a business house for himself, built up a large trade and a reputation as one of the most successful of business men. These he was enjoying in 1857, when his house and stock were reduced to ashes by fire, and himself lowered to the condition of one who has not only to re-begin life, but to pay for the accidents of an earlier life. His financial loss was so heavy that the chance of compromising the claims of his creditors and resuming business was the only hope. It was a cruel, stern alternative for the young merchant, a crucial test in which he conquered the torture. Five years later the same men who took with poor grace all that remained of a business man's fortune received with surprise the balance due on their old claims, realized at once that old-time honor was not altogether dead, and that, amid the troubles to which humanity is heir, men may be found who aim and labor to do the right. This action of the young merchant, being nothing less than a commercial solecism at that time and place, heightened his reputation among the people, conferred an unpurchasable pleasure upon himself, and convinced him of one great fact—that he possessed the mental power to succeed where success was possible. In 1858 he came to Chicago. The era of improvement was already introduced here, and the city's name was heralded throughout the country. A general knowledge of the Western town, obtained from the newspapers and from travelers, led him to the conclusion that it offered a wider field for enterprise than any of the old cities, and he resolved to share her fortunes. The result is told in the history of almost a quarter century's life here.

Shortly after his arrival, in 1858, he established himself as a distiller. His capital did not exceed a few hundred dollars, but his methods so conformed with the spirit of old Chicago, they outweighed capital and won success where it might fail. Within six years, or in 1864, he retired from the distilling business, having made a fortune, and with it an enviable reputation. That same year he was elected president of the Chicago City Horse Railroad, a position he filled for seven years with profit to the stockholders and satisfaction to the citizens, a dual success difficult to accomplish, particularly in the management of street-car service. He was a student of Chicago life, one who avoided what appeared ephemeral and speculative, a man of pluck and skill, who enriched himself and all who were associated with him.

He may be called the father of the First National Bank. From its conception, May 1, 1863, he has watched over it and guided its gigantic strides. A financial pilot, he steered that great institution through more than one storm and anchored it safely in the harbor. He was vice-president of this banking company from 1863 until 1867, president from 1867 to July 8, 1891, and is now director. A thousand reminiscences of his connection with the old bank on the southeast corner of Lake and Clark Streets (occupied in later years by the Hibernian Bank) might be written. There,

his first successes as a banker were achieved and there graduated, so to speak, the men who made the newer house of 1867-68, on the southwest corner of State and Washington Streets, a synonym for progress. What his share was in the advances of the great First National Bank of Chicago, prior to 1881, is well known. He was the mainspring also after 1881, and the molder of that opinion among the directors, which materialized in the present building on Dearborn and Monroe Streets. A reference to the history of the bank will tell how much like Chicago its progress has been since its organization, May 1, 1863. It was destroyed, like the city, in 1871, rose like a phoenix out of the fire, passed safely through the years of panic, helping all who merited aid, staying the hand of financial ruin in very many cases, and coming out, as if out of a crucible, brighter and stronger. S. M. Nickerson was one of its prompters during years when courage required the aid of good counsel. His banking ideas rested midway between the radical and conservative ideas of the business man of the period, so that, steering a middle course, he won where the too-careful banker lost. A humanitarian, he knew the men who deserved aid, and did not hesitate to give it at the opportune time.

The Union Stock Yards National Bank was established by him in 1867 and the stockholders elected him president. Since the expiration of the charter, in 1887, this institution has been known as the National Live Stock Bank.

He was elected a director of the Chamber of Commerce in 1864, and was appointed a member of the first Board of Lincoln Park Commissioners in 1871, a position he held for four years, during which the beginnings of the present beautiful park were made. His membership in the Chicago Historical Society and in the Art Institute has been of incalculable benefit to both, for Mr. Nickerson is a lover of books and pictures. When his North Side residence, on the northeast corner of Cass and Erie Streets, was erected after the fire, Chicagoans remember it well for its art gallery and library. It was, in fact, the first refuge for the works of great painters in new Chicago, and being such was the Mecca of art lovers who were fortunate in obtaining a permit to examine this private collection of ancient and modern masters. In the restoration of the Historical Society library his labors were recognized, and in the establishment and development of the Art Institute he was a potent factor. His natural taste for beautiful works may be indulged to a great extent, for fortune and Chicago have rewarded all his enterprises here with success. His travels in Europe, and close study of all great works which centuries contributed, qualified him to select for the Chicago Institute pictures now priceless, at a cost equal to its financial capacity. His trip around the world in 1883-84 and his extensive American travels, brought to light works hitherto unknown to him, many of which he brought to Chicago, proving that he obtains whatever he seeks.

His marriage with Miss Matilda P. Crosby, of Brewster, Mass., took place in 1858. Her family, like his own, is an old one in New England, dating back its beginnings in the United States to the first half of the seventeenth century.



Orwin W. Potter

Orrin W. Potter. To come to the lake region as early as the fifties and attach one's self to the embryo interests of iron manufacture and transportation, with an ability to not only keep pace with, but lead their development, is a wisdom that is almost genius. Given Chicago as a great manufacturing and distributing center at one end of the lakes, the Lake Superior iron mines at the other, and the rise of machinery and railways, the men who arise to grasp, unite, and develop them only need time to become kings of industry.

The story of the rise of Orrin W. Potter to the chairmanship of the great Illinois Steel Company is a tale of the greatest interest and instruction. To begin with, it has a great deal to do with the plans and purposes of the late Capt. Eber B. Ward, who was one of those who bridged the transition from water to railway transportation in this region in early days. The terminus of that pioneer, the Michigan Central Railway, was reaching out toward Chicago and had reached the town of Marshall, Mich., where Capt. Ward joined it to St. Joseph with stage and put on a line of steamers to Chicago. He kept up this, joining the successive terminals to Chicago and other lake cities until he originated what is now known as the great Goodrich line of lake palaces, and which touch every port of any prominence on Lake Michigan and Green Bay. In 1852, when the railway reached Chicago, Capt. Ward had the sagacity to see that the iron track was now to rapidly outstrip the water route, and forthwith he began to invest in the iron mines of the Lake Superior region and erect a rolling mill at Wyandotte, a short distance from Detroit. This latter plant was finished in 1855, and a clerkship in it was what attracted a young man of twenty years from western New York, who was none other than Orrin W. Potter.

The American farms of the western part of the Empire State have produced some of the strongest men of the West. Abel Potter was a farmer at Rochester, and was married to Miss Cynthia Lathrop, a woman whose sterling character impressed itself strongly upon their son, Orrin W., who was born to them on Christmas day of 1836. The days of childhood rapidly passed in the schools of Rochester, and in a home training that was better than the schools. It was during these years that young Orrin developed a marked taste and capacity for mathematics and civil engineering. Indeed, he became so much interested in the latter that when he was but fifteen years old he left school to join a surveying party which operated in New York and Canada.

These experiences were occurring to him while Capt. Ward's enterprises were developing in the West, and in 1856 the young man of twenty years was installed as clerk in the Wyandotte works. For the next eight years young Potter's abilities so impressed themselves on the business and on Capt. Ward that the enlargement of the company led to his becoming secretary and superintendent. It must not be supposed that these eight years were spent at the Wyandotte works, for Capt. Ward was a man of wide vision and the very next year put in a rolling-mill plant at that metropolis

toward which the railway had been making, and young Potter was transferred to it as bookkeeper and pay master.

By the year 1864, when Mr. Potter was but twenty-eight years of age, he became secretary and manager to the newly organized Chicago Rolling Mill Company, a stock organization into which the fast growing business was organized. During the next seven years in which he held this position there had been many changes and enlargements in the Chicago plant. With about \$250,000 invested in the original plant, the daily capacity 100 tons of iron rails, and a force of 200 employes, another mill of equal capacity was erected at the reorganization in 1864, and the new capitalization placed at \$500,000. Two years later the original plant was burned, but at once rebuilt on such a scale that the whole business was reorganized in 1869 as the North Chicago Rolling Mill Company, with a capital of \$1,000,000. A year later blast furnaces were added and the institution was one of Chicago's greatest industries.

Up to the year of the great fire, 1871, Capt. Stephen Clement had been the president of the mills, but in this year he retired, and of all those who might be chosen to take control over so great an establishment, the young secretary, Mr. Potter, then a man of but thirty-five years, was the favored one. His keen insight into men, his thorough grasp of the great operations of the company in all its details, his broad executive ability, and his sagacity in regard to the developments of the future, combined to make Mr. Potter's administration vigorous from the first. The second year he added a Bessemer-steel plant at a cost of \$350,000, and at the works of this company the first steel rails ever made in America were rolled, a quality of rail which was to supersede iron rails altogether on important lines. Six years later the plant of the Milwaukee Iron Works at Bay View, Wis., was purchased, and in 1880 works were erected at South Chicago. At the end of thirteen years of Mr. Potter's management, the vastness of the company's operations were such that it may be suggested by the facts that its 5,800 employes called for a monthly payroll of \$250,000, that it had a capital of \$5,000,000, that it had an annual capacity of 334,000 tons of pig iron, 320,000 tons of steel rails, 120,000 tons of iron rails, 40,000 tons of merchant iron, 20,000 tons of fish plate, and a daily capacity of 1,000 kegs of nails, the annual gross earnings of the company aggregating \$15,000,000.

Six years later, when Mr. Potter had been its presiding genius for nearly twenty years, the entire system was reorganized as the great Illinois Steel Company, whose capital covered the vast proportions of \$25,000,000, and whose army of employes numbered 11,000 men. Mr. Potter remained with the new company as chairman of the board of directors until April, 1890, when, after thirty-three years in partial or full administration of this great industry, he concluded to retire from its active management and serve on its directory as a counselor only.

His retirement was not wholly due to inactivity, however, for, notwithstanding the heavy responsibilities as head of the great Illinois Steel Company, he had long



Lyman J. Sage

been one of the leaders of various other important enterprises of great extent. Among these latter are the Inter Ocean Transportation Company, of which he was one of the original organizers and of which he has been in practical control since its organization in 1878, when he was made its treasurer. Incorporated with a capital of \$100,000, it rapidly grew to \$850,000, for the purpose of carrying iron ore on the lakes. It is now one of the greatest transportation companies on inland waters, their steamer "Maryland" being one of the largest steel steamers that traverses the fresh water seas.

Aside from this Mr. Potter was largely interested in the mines of the Gogebic Range, and was one of the incorporators of the Metropolitan Iron and Land Company, owner of the famous "Norrie" and "Pabst" mines, the former of which is the largest iron producer in the world. Besides being a director in this company, Mr. Potter bears also a like relation to, and is vice-president of, the Commercial National Bank of Chicago.

When some seven hundred English, French, and German capitalists and manufacturers visited this country recently to inspect the iron interests of the United States, Mr. Potter was naturally the chairman of the receiving committee that entertained them so much to their purpose that they returned convinced of Chicago's importance as a great iron center as well as of her boundless hospitality.

Mr. Potter is a member of the Union League, Chicago and Commercial Clubs, and was the third president of the one last mentioned. In the campaign of 1888 he was chosen, with the late John Crerar, as an elector for Mr. Harrison, one of the very few times he has consented to step aside to public office.

A family of four children have grown up during his thirty-six years of married life. The eldest, Edward C. Potter, is a prominent citizen of Chicago; Agnes is the wife of James C. Hutchins, formerly of the law department of the Rock Island Railway, and two other daughters, Gertrude and Margaret. Mrs. Potter, to whom he was married December 23, 1858, is a niece of his old friend Capt. E. B. Ward, and daughter of Benjamin F. Owen, of Marine City, Mich. Mr. and Mrs. Potter now enjoy the quiet of retired life, and have a summer home at Lake Geneva, Wis.

Lyman J. Gage was born at De Ruyter, Madison County, N. Y., June 28, 1836, a son of Eli A. and Mary (Judson) Gage, both natives of New York State, but immediately of New England, and more remotely of English ancestry. Eli A. Gage was a hatter. In 1846 the family removed to Rome, N. Y., where Lyman was a student at the Rome Academy, which was established about that time. At fourteen he became clerk in the postoffice at Rome, and at fifteen was detailed by the postmaster as mail route agent on the Rome & Watertown Railroad, in which capacity he served until the postmaster-general appointed regular route agents for the road. At eighteen he became junior clerk in the Oneida Central Bank, at Rome, and for a year and a half swept out the bank, counted cash and made himself generally useful at \$100 per annum.

At the expiration of that time, in 1855, he asked for and was refused an increase

of salary, and determined to seek in Chicago a more remunerative field for his enterprise. For some years he was employed by a lumber and planing-mill firm. His natural liking for the banking business impelled him in August, 1858, to accept a position as bookkeeper for the Merchants' Savings Loan and Trust Company, at a salary of \$500 per annum. January 1, 1859, he was made paying teller at a salary of \$1,200. In the spring of 1860 he was appointed assistant cashier at a salary of \$2,000. A year later he was made cashier.

In August, 1868, he accepted a similar position in the First National Bank, with which great financial institution he has been identified ever since. The old charter of the First National expired in 1882, and upon its reorganization Mr. Gage was made vice-president. June 30, 1891, he was elected president.

Under his enterprising and careful management this bank has become the leading financial institution of the Northwest, both in point of capital and in the volume of its transactions. Mr. Gage's high standing as a banker and financier was recognized by his election, in 1882, to the presidency of the American Bankers' Association, composed of the leading bankers and financiers of the country. He was re-elected twice in succession, an honor which has never been conferred by the association upon any other member. It was due largely to Mr. Gage's able management that, after the panic of 1873, when one national bank in Chicago fell after another, the First National Bank stood firm and unshaken.

From the inception of the World's Columbian Exposition Mr. Gage was foremost among its promoters and untiring in his efforts in its behalf. In recognition of his commanding position and eminent fitness for the position, he was, April 30, 1890, elected president of the Chicago board of directors.

He accepted the honor with reluctance, because his duties as acting president of the First National Bank absorbed so much of his attention that he felt unwilling to jeopardize the interests of the Fair by assuming the position of executive head of the board while unable to devote to it his undivided care. Before this, with three others, he had guaranteed Chicago's pledge of \$10,000,000 for the preparation of the Fair, and, having accepted the position, he brought to the office the ripe fruitage of a rich and varied experience in financial and business affairs and took the enterprise in hand with all his characteristic energy and sagacity.

January 24, 1891, having been elected president of the First National Bank, he resigned the presidency of this board, after having served the interests of the fair for the greater part of a year in a manner which exhibited a surprising knowledge of its details, a sound, clear judgment and a capacity to harmonize conflicting elements, a full and comprehensive view of affairs and a rare executive ability. The entire press of the city joined in praise of Mr. Gage and deprecation of his retirement.

The news of his action was received with regret, not only by the National Commission, but by all concerned in the Fair, and his refusal to accept compensa-



A. B. Neway

tion for his services was the subject of most complimentary comment throughout the country. From that time until the close of the Fair, he continuously gave valuable services to the board. It has not been forgotten by Chicagoans that it was while upon such service in the East that Mr. Gage was stricken down with an illness which necessitated a very critical operation, and which it was at one time thought would terminate fatally.

Alive to all the great public questions of the day, Mr. Gage, though a Republican, believes more in men, than in party. He has made his influence felt, especially upon the labor problem, and was a prime mover in a series of Economic Conferences, held in Chicago, in 1888 and 1889, the purpose of which was the fair and unreserved discussion of economic questions from the point of view of the laboring man as well as of that of the capitalist.

The primary object was to bring the representatives of capital and labor to a face-to-face, frank, fair and free discussion of every question in dispute. Mr. Gage took an active part in the movement and delivered at least two addresses before the conferences, one of which was on the subject of banking. The discussions embraced the tariff from all points of view, the single tax theories, and almost everything entering into modern American political economy. Mr. Gage took part in many of them and always encouraged the fullest concession to the fair claims of the laboring classes, for the betterment of whose condition he offered many helpful suggestions.

Mr. Gage is a logical and forceful speaker, and his range of subjects is almost as wide as politics, literature and the arts. Though not aggressive as the term is usually applied, his conviction once settled, he will defend his views with vigor and earnestness, and often succeeds in leading others to accept them. He is a diligent student and a reader of about everything edifying. His private library is extensive, and well selected with a view to utility. His devotion to art, as well as literature has expression in his directorship of the Art Institute of Chicago. A member of the Chicago Club and the Union Club, he has been president of the Commercial Club, an organization limited to sixty members, representing the leading commercial, financial and manufacturing interests of the city.

Mr. Gage married, in 1864, Miss Sarah Etheridge, daughter of Francis B. Etheridge, of Little Falls, N. Y. She died in 1874. In 1887 he married his present wife, Cornelia Gage, of Denver, Colo.

David Brainard Dewey. Among the galaxy of men who may be aptly termed the "Builders of Chicago" the man whose name appears above occupies a conspicuous place; not that he was one of the pioneers and builders of the old Chicago, but for his potent, always beneficent influence in the advancement of the new Chicago and in guarding its great financial interests from all taint of weakness or dishonor. It is not probable that there is in the city another banker who is more highly respected by bankers as Mr. Dewey, and it may be as truthfully added that there are few business

men more admired by business men. To such his name means strength and safety, security, everything that tends to commercial integrity. The general public knows him as one who serves its interests in season and out of season, and the poor know that he is their friend. There are few important public interests that have not been benefited by his counsel, and there are few measures of good that he is not identified with.

Descended from that sturdy and always reliable Puritan ancestry of Massachusetts, Mr. Dewey was born in Pittsfield, Berkshire County, that State, May 28, 1839, a son of Mark and Sarah M. (Grinnell) Dewey. His father was a merchant of prominence, everywhere respected for his consistent Christian life, and his sterling honesty and fairness in every relation of life. His mother, who was a woman of culture and many virtues, came from one of the best families in that part of the State. The common school and the town academy provided the youth his only educational facilities, but he availed himself of them to the utmost. That he was a venturesome boy, most enterprising, most independent and self-reliant, was manifested when, at the age of fifteen, he left his childhood home and came to then distant and comparatively unknown West to cast his lot among strangers and take upon his young shoulders the burdens and responsibilities of life.

He found employment first upon a farm, and by hard study at night and in the intervals of work, he was enabled by the time he was seventeen to take up school teaching as an occupation during the winter months. This he continued for three or four years, his earnings enabling him to avail himself of a partial collegiate course at Wheaton College. This was a period of difficulty, often of discouragement, but the difficulties were overcome by a perseverance that never grew faint and the discouragements were given scant hospitality, and, all in all, the trials and vicissitudes of those early years had a most beneficent influence in shaping his character and inculcating upon him those qualities of nerve, activity and indomitable energy which caused him to develop into a typical and successful western man.

From the schoolroom to the law office was his next step. After due study he was admitted to the bar of his county and State, and entered upon the active practice of a profession for which he was eminently fitted by natural endowment, education and inclination. Gifted with logic, eloquence and a forceful and pleasing delivery, he excelled as a public speaker, and was able to maintain his side of any argument in which he became involved, and he was in great demand wherever public addresses were required, on all occasions of celebration and especially in the political field, but after a severe hemorrhage caused by addressing a large assemblage upon the occasion of a Fourth of July celebration, he was advised by his physician that he must abandon the law or at least devote himself to some branch of legal practice in which he would not be called upon to exercise his power of oratory. He had his heart set upon being a lawyer, but he did not want to be an office lawyer. Nature had generously endowed

him intellectually with ability to gain renown as an advocate before juries, and nature had at the same time made him physically unequal to the strain of frequent and continuous public speaking. If he must be a business man instead of an advocate, he would be a business man pure and simple, not simply a business lawyer.

When the war began he was scarcely twenty-two, but with a zeal and enthusiasm that have always been characteristic of the man, he espoused the cause of the Union of the States, and, not only by his eloquent speeches, but by his example, was influential in inducing many men to enlist to fight for the cause of freedom and the old flag. He was one of the very first to respond to President Lincoln's call for troops, and entered the service as a sergeant in Company A, Second Regiment, Illinois Cavalry. He threw himself with all his energy into the soldier life that now opened before him, casting aside all consideration of delicate health, and inuring himself to all the hardships of camp and field, but at the end of about a year he was compelled to retire on account of a severe wound which prevented his re-entering the services although he was tendered a commission as major.

Mr. Dewey's ambition for legal triumphs and his patriotic wish to fight for his country so long as soldiers might be necessary had both been thwarted by physical disability. He now devoted himself successfully to one business enterprise after another until 1871, when he removed to Chicago, concentrating all his interests here and taking up his residence at Evanston, where he bought and sold much real estate and led in improvements of note, which have added immeasurably to the beauty of that charming suburb, one of the most interesting of which is his tasteful and elegant home on Maple Avenue. Immediately upon identifying himself with the interests of the World's Fair City, he opened a mortgage loan office and at once entered upon a large and prosperous business in that line. In 1876 he associated with himself Hon. John L. Beveridge, ex-governor of Illinois, and opened the private banking house of Beveridge & Dewey, which had a most successful career for ten years. In 1886 he organized the American Exchange National Bank, which opened its doors May 10, that year, and was at once accorded a large patronage by the most prominent business men of Chicago in all departments of industrial, commercial and professional endeavor. Of this institution Mr. Dewey was elected vice-president, and was virtually made financial manager. Later he succeeded to the presidency. His reputation was so well established among financial men that applications came at the very outset for nearly quadruple the amount of stock represented by the capital of the bank.

Quite early in the career of this strong and trusted institution occurred an incident which in its consequences most clearly demonstrated Mr. Dewey's caution and conservatism, and, with equal force, the remarkable degree of public confidence with which he was regarded by the business community of Chicago. June 9, 1887, during the progress of the famous Harper wheat corner, Mr. Dewey was suddenly confined to his bed by severe illness. Six days later, while he was still prostrated, his associ-

ate officers cashed the celebrated Fidelity National Bank fraudulent drafts to the amount of \$400,000, which, with other complications, threatened to bring on a suspension of the bank. An obstinate "run" was one of the developments, and June 20, against the protest of his physician, and at the imminent risk of his life, Mr. Dewey returned to his office, and it is believed that his presence saved the bank from utter wreck. The withdrawal of deposits ceased, and money was freely offered from many sources. The failure of C. J. Kershaw & Co., involving the bank in extensive and complicated litigation, the famous suit against the Fidelity National Bank of Cincinnati, which was finally won by the American Exchange National Bank in the Supreme Court of the United States, and other almost insurmountable difficulties, all incident to, or complicated with, the original trouble, would have discouraged any man of ordinary pluck and ability. The conception and execution of the plan which lifted the bank from the wreck and disaster in which it was plunged are everywhere accredited to Mr. Dewey.

After the American Exchange National Bank was fully relieved of the consequences of its misfortunes of 1877, Mr. Dewey frequently asked to be relieved from the active duties and responsibilities of the presidency, and finally retired August 1, 1891, after having been assured by his physician that the day was not far off when, if not voluntarily, he would be compelled to relinquish the arduous labors of the position. The board of directors passed a series of resolutions, acknowledging the great service Mr. Dewey had rendered the institution, expressing regret at the severance of relations so pleasant, so gratifying and so long continued, and hoping that he would at least consent to remain on the board of directors; and the press of Chicago and financial publications in New York, Boston and London commented upon his conspicuous and successful career as a banker in the midst of difficulties most perplexing and most trying. The Bankers' National Bank was organized and opened its doors in the Masonic Temple August 11, 1892, and of this institution Mr. Dewey is vice-president. While doing a general banking business, it gives special attention to the accounts of banks and corporations, and already ranks among the strong financial institutions of the city. Mr. Dewey's guiding hand is evident in its solid success.

Mr. Dewey has been for many years a prominent Mason, and on November 17, 1890, there was held at Evanston Masonic Temple a memorial service in commemoration of the services of Sir Knight Dewey in securing a charter for the Evanston Commandery. There was placed in the walls of the asylum a tablet of marble bearing the name of "Dewey," and in the library a fine crayon portrait of the man thus honored. A memorial book giving an account of the proceedings was published, and in its preface Hon. Charles J. Neely said: "In recognition of one who so pre-eminently labored to secure our Masonic home, where we may meet in mystic association the friends and companions of our youth, and in honor of him who does in his life so highly exemplify the noble principles of character building and friendship



Frank

therein made, there has been placed in the walls of the asylum a marble memorial tablet bearing the name 'Dewey,' and in our hearts most truly indeed are his work and worth remembered." The volume contains other eloquent and most earnest tributes from Eminent Sir Charles G. Haskin, Past Eminent Sir Robert Hill, Sir H. H. C. Miller, Sir C. H. Remy, Sir E. S. Weeden, Sir Frank P. Crandon, Sir Volney W. Foster, Sir George S. Baker, Sir L. W. Conkey, Sir S. B. Iott, Sir James H. Raymond, Sir W. S. Miller, Sylvester F. Jones, D. D., Rev. N. D. Hillis, and others equally prominent as Masons and citizens. These tributes from men who have known Mr. Dewey long and well throw much light on a character always above reproach in all the relations of life, whether in business or social circles. He has been described as a man "energetic, persevering, faithful, loyal, true, bravely meeting discouragements, overcoming all obstacles, with the windows of his life shut against despair, never faltering, never failing, always brave, gallant, and chivalrous." Another refers to him as having a heart as tender as a woman's, with a hand always open to aid those in trouble and distress, and with a soul brave and true to every conviction of right; * * * a man far above the ordinary; positive in his convictions, tender in his loves, loyal in his friendships. Mr. Dewey's devotion to every interest committed to his care has led him to assume burdens from which weaker and less steadfast men would shrink. To all people he is charitable at all times. The poor, whose needs he has ever generously aided with his labors and his wealth, recognize in him a firm friend and a gallant defender. The business community of Chicago, that city of his adoption, whose commercial integrity he has sacrificed so much to maintain, regard him as admirable and above reproach, a model man of affairs, and a citizen whose eminence is great, and whose helpfulness to all worthy objects is commensurate therewith. His patriotic course at the beginning of the war, when he had just cast his first presidential vote for the Martyr Lincoln, could have led him in only one political channel thereafter, that of Republicanism. Alive to every political interest, he has yet never been a politician, but his political influence has been exerted and recognized not once, but many times. Mr. Dewey was married, in 1862, to Miss Nettie Springer, of Rockford, Ill., a lady of excellent family, and delightful home and social qualities. They have had five children, of whom two are living—Nettie D., now Mrs. H. S. Farwell, and David B. Dewey, Jr., a child of five years.

John B. Kirk. The grandfather of John B. Kirk was a learned and well-esteemed civil engineer of Glasgow, Scotland, whose son, James S. Kirk, came to America when very young, was educated at Montreal, Canada, married Nancy Ann Dunning in 1839, and during that year moved to Utica, N. Y. There John B. Kirk was born November 8, 1842, the second son in his father's family. He gained his education at Utica, and began his business career in the enterprise of his father, which was established there in 1839. That was a day of small things. The original soap factory of James S. Kirk soon gave place to one of considerable dimensions, which was an important manu-

facturing interest of Utica until 1859, when the business was moved to Chicago. It is now a veritable manufacturing giant, with an output larger than any plant of its kind, not only in this country, but in the world, its product amounting to 70,000,000 pounds of soap annually, besides various other articles manufactured.

From the time James S. Kirk's boys became old enough to assist him, this business has been a distinctively family affair. Upon his elder sons Mr. Kirk early inculcated the principles necessary to a successful commercial career, and the practical assistance which they rendered him in building up and expanding the enterprise was invaluable.

The career of the house in Chicago has been one of almost unexampled success. It has known only one disaster, that of the great fire of 1871, which entailed a loss to the Kirks of \$250,000. The firm reorganized immediately after the fire, and through the hearty co-operation of all the members of the Kirk family, the business was soon put in the way to the wonderful development it has since known. Through the ingenuity of John B. Kirk and his brothers, the process of manufacturing soap has been revolutionized by numerous labor-saving methods which they have devised.

John B. Kirk's acknowledged ability as a financier induced the directors of the American Exchange National Bank to elect him its vice-president. In 1889 he was elevated to the presidency, which position he filled with conspicuous ability until his resignation early in 1894.

Thus briefly the business career of Mr. Kirk has been sketched, but there is another side to his life that demands attention here, for the public is really not so much concerned in how a man makes his money, provided he makes it legitimately, as how he uses it. Much of Mr. Kirk's income is expended every year for objects which have been organized and are maintained for the public good.

The Northwestern University, at Evanston, has always found in him not only a sympathizer but a steadfast and helpful friend. He is a trustee and a member of the executive committee of that institution, and has been ready at all times to render the university any financial or other aid within his power to extend. Mr. Kirk has donated an annual prize of \$100 to be awarded to the successful competitor in the annual oratorical contest held by the senior students of the university, and it is not impossible that the stimulus to excellence in oratory afforded by the "Kirk Prize" may lead to the development of some modern oratorical wonder, some now undreamed-of Webster or Phillips.

Not the Northwestern University alone receives Mr. Kirk's offerings to the cause of education. All worthy objects that have the improvement of facilities for advancing public education in America acknowledge his ready and willing sympathy and assistance. At Evanston, where he lives, he is esteemed for his many acts of true charity. It has been remarked by a neighbor that "no deserving person ever applied for help to John B. Kirk in vain." Among the people of Evanston and of Chicago

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J. J. Schmitt

Mr. Kirk has many sincere and admiring friends, who speak in no uncertain way of his public spirit, his genial helpfulness and his generous hospitality.

It has been suggested that a "first-rate doctor was spoiled when Mr. Kirk became a manufacturer and financier." He has a particular fondness for medical investigation, and, uninfluenced by his father and brother, would doubtless have chosen the medical profession rather than a business career. His success in the latter is a demonstration of the fact that ability will make itself manifest, no matter in what field of action it may be placed. In the management of all business affairs Mr. Kirk has ever kept before him the example of his father, who occupied a place in the commercial community second to that of no other man in it, for all that indicates honesty and true nobility of character.

Mr. Kirk was married October 4, 1866, to Miss McVean, of this city, a woman of unusual character and force, who, by her high appreciation of what is right, by her sympathy for and assistance of all that is good, and by her kindly and always wise counsel, has encouraged and in no small measure assisted him to reach and maintain the high position which he has achieved. They have four children, named in the order of their nativity: James M., Frederick I., Josephine and Susie.

George Schneider. The National Bank of Illinois was chartered in August, 1871, with a paid-up capital of \$300,000, but early in 1872 increased to \$500,000. On September 30, 1892, or twenty-one years after, the paid-up capital was \$1,000,000, the surplus fund \$1,000,000, the undivided profits \$123,255.75, and the dividends unpaid \$24,950; while on October 1, 1892, its total resources amounted to \$15,343,689.95, or about the one-eleventh part of the total resources of the twenty-three national banks doing business in Chicago on that date, the total of all being \$172,612,219. Its loans and discounts amounted to \$9,564,972, against a total for the twenty-three national banks of \$105,915,000. George Schneider was elected president; W. H. Bradley, vice-president, and William M. Scudder, cashier. The two first named have held their respective positions since 1871, while Mr. Scudder's place has been occupied by W. A. Hammond for many years. Carl Moll is assistant cashier and Henry D. Field, second assistant cashier. Mr. Bradley died in 1892 and was succeeded by Walter L. Peck.

No contemporary banking house in the United States has a more satisfactory record than the National Bank of Illinois. It was here when the first fire swept away the city, here during the panic which carried off many strong houses, and here in 1880 when the beginnings of the Chicago of the present were made. Fire and panic appear to have made the institution more prosperous, so that it is to-day one of the most popular banks in the West and one of the most secure depositaries for money in the United States. Foreign exchange is dealt in and letters of credit on German and English banks are issued, the European correspondents being: Brown, Shipley & Co., London; Hottinger & Co., Paris; Meyer & Co., Leipzig; Deutsche Bank, Berlin;

St. Lurman & Son, Bremen; Frederick Hunt & Co., London; Amsterdaische Bank, Amsterdam; Herman Horwitz, banker, Vienna; Banque Centrale Anversoise, Antwerp; Scandinaviski K. A. B., Stockholm; Frankfurter Filiaeder Deutschen Bank, Frankfort-on-the-Main, and Filiale der Deutschen Bank, Hamburg. The directors are: George Schneider, S. B. Cobb, Walter L. Peck, George E. Adams, Frederick Mahla, Charles R. Corwith, William A. Hammond, William R. Page, R. E. Jenkins, Albert A. Munger and William D. Kerfoot. An important historical fact in connection with this bank is that in 1873, when the panic descended upon the country and was especially severe in the West and in this city, the National Bank of Illinois stood solidly against the circulation of clearing house certificates and in favor of a strict fulfillment of banking pledges.

George Schneider, president of the National Bank of Illinois, was born at Pirmasens, in Rhenish Bavaria, or Rheinbavern, December 13, 1823. He attended the Latin schools at Pirmasens, completed a literary education, and prior to 1848 entered the ranks of the Bohemians as a journalist. Before his twenty-fifth year he was favorably known to the National party of Bavaria and Germany for his pointed, logical reviews of the conditions of the country were of such a character as to win him fame among the friends and latter enemies of popular sentiment. The rebellion of the Democrats of Bavaria followed the agitation for equal rights and German unity. Young Schneider was among the leaders of the people, was elected commissioner of the Provincial Republican Government of the Pfalz or Palatinate, and was, in fact one of the principal organizers of the insurrection. How thoroughly the people were organized for this revolt is seen in the fact that the royalists called on Prussia for aid. This aid was willingly granted, and the royalist legions of Northern Germany poured into Bavaria, carrying death to the patriots who were bearing arms or suspected, and drowning liberty in the blood of its votaries. It is questionable, indeed, if the Russian soldier in Poland or the English soldier in Ireland was ever so ruthless as the royalist trooper of Bavaria, and his fellows of Prussia were in quelling this magnificent attempt to establish liberty and German unity. The death penalty was pronounced against Mr. Schneider, but Providence preserved him and offered him a refuge in the United States. He arrived in this country in 1849, settled at St. Louis, Mo., and launched the German daily newspaper known as *Die Neue Zeit*. The spirit of that journal was opposed to slavery in any form. He was called to Chicago in 1851, and assumed editorial charge of the *Staats Zeitung* August 25, that year. On January 29, 1854, the first call for a meeting to protest against the Kansas and Nebraska bill was made by him through his journal. In 1856 he was elected a member of the National Republican Convention that nominated John C. Fremont for president, and four years later had the honor of being a delegate to the Chicago convention that nominated Abraham Lincoln. His services to the country as a Republican were recognized, so that in 1861 he was appointed consul at Copenhagen, with instruction to organize



C. W. Blodgett

and influence public opinion in favor of the Union, and prepare the way for selling United States bonds, as England and France had almost closed their doors against them. Through his influence the papers at Copenhagen espoused the cause of the Federals of the Northern States. On his return he became an active member of the Union Defense Committee, and in 1862 was commissioned collector of internal revenue, the first in Illinois, a position he held with credit until 1866, when he was elected president of the Old State Savings Institution. He presided over the savings bank, giving signal satisfaction until 1871, when the National Bank of Illinois was organized.

He has been president of the Bankers' Club and a director of the World's Columbian Exposition, of which body he was an active member on the committee of ways and means, press and printing, and agriculture, on the last named of which he gave special attention to floriculture. His services on these committees were invaluable, while as a director his immense store of experience in Europe and America proved of incalculable value. As a matter of fact he was one of the charter members of the first organization of the World's Fair, which important item of history should be borne in mind when the credits for securing the great Fair for Chicago are finally awarded. In 1876 he was appointed minister to Switzerland by President Hayes, but on account of pressing and important business engagements was unable to accept.

His marriage to Miss Matilda Schloetzer took place in 1853. To them seven daughters have been born, all natives of the city which their father has honored as a citizen. His public, private and business life in Bavaria, as well as in the United States, points him out as a man who has grouped a century's work into the one-half century, 1825-1875. Germany lost much in losing him, for the mission of his life there was only partly accomplished. Here he made journalism, politics and business successful, and reflecting his own mind on his associates taught them their duties to their families and country. The history of the *Staats Zeitung*, of the State Savings Institute from 1863 to 1871, and of the National Bank of Illinois contain many of the details relating to his career in Chicago. He is a member of the Union League, the Calumet and the Press Clubs.

Chauncey B. Blair. The history of the Merchants' National Bank given in this volume is, in fact, a review of the business life of its first president for twenty-seven of the thirty years he made Chicago his home. It is part of the story of Chicago and, as such, points, specifically, the nice distinction between the men who made this city and the men who were made by the city—boats brought in by fortune—without steering, without labor, mental or physical.

Chauncey B. Blair was born at Blandford, Hampden County, Mass., June 18, 1810. Of the same New England village his parents were natives. His father, Samuel Blair, the son of Rufus, grandson of Robert, and great-grandson of Robert, was born there.

The last named left Scotland in 1718 for the colonies and settled near Worcester, Mass. His son Robert established himself on the "Gore Tract" at Blandford some years later, and cleared the wilderness for the first homestead of the Blairs in America. In that home, Rufus, the grandfather, Samuel, the father, and Chauncey B. Blair, himself, were born. His mother, Hannah Frary, daughter of Jonathan Frary, could look back to the first decade of the eighteenth century for the beginning of the family in America.

In 1812 Samuel and Hannah Blair, with their two children, moved to Columbus, Chenango County, N. Y. The Revolution with its memories of horrors perpetrated by the British soldiery, the renewal of hostilities in 1812, and the fame of the Chenango Valley urged this movement westward, for Columbus was then as much of a frontier town as was Blandford a century before. In 1814 Samuel Blair removed to Cortland, N. Y., then a frontier settlement, and made his home there until his death.

Chauncey B. passed his childhood in western New York. In 1821, in his eleventh year, he returned to his native Blandford, attended school there for a short term each year and worked on his uncle's farm. After a period of ten years, or in 1831, he returned to Cortland, N. Y., proud in the possession of \$200, saved from the sum paid to him by his uncle for farm work and by a neighbor (who paid him \$11 a month) for building a stone fence. His young life was one of stern industry. Late and early he labored for a small reward; but, in addition, he learned all these industrial lessons on the farm which were exemplified in his later and greater life.

During his stay of four years at Cortland, N. Y. (1831-1835), his character was manifested in his work. No hours of idle luxury were his. He had an object in life, and labored for the means to reach it. The reader of western history may be conversant with the immigration movement, following the cession to the United States of the Chickasaw and Pottawatomie country. This movement was entered upon in 1831, and continued with increasing force until the summer of 1837. Young Blair was carried westward with the tide of 1835. Landing at Detroit he set out on a tour of observation; witnessed a sale of United States lands in La Porte County, Ind.; considered the possibilities of Michigan City, Chicago, Joliet, Ottawa, Dixon and Galena, in each of which villages he made a short stay and returned to Michigan City to formulate plans for the future. Early in 1836 he executed these plans, selected lands in northern Illinois and southern Wisconsin, entered a tract near Beloit, Wis., at the Green Bay Land office; proceeded to Milwaukee, where he sold this tract to waiting purchasers, and began that series of wholesale land deals which connect his name with the original entry of a large area of Illinois and Wisconsin.

His exploration of the country at that time was no ordinary task. A solitary horseman on the prairies of Illinois or in the valleys of Wisconsin must have been liberally endowed with courage and physical endurance; for the aborigines were scarcely reduced to obedience, and the wilderness was inhospitable. Again, the tact

necessary to insure the entry of a certain piece of land, after selecting it, was a point of vantage which he exercised; while the all-important business of selling his first entry and investing the proceeds promptly in other entries, was a natural faculty, which many of his contemporary land speculators did not possess or understand. He came to the West, and instantly was incorporated with the West. Within a year he proved, to his own and his friends' satisfaction, that he had "a heart to resolve, a head to contrive and a hand to execute." Success followed him everywhere, so signal in its character that by 1837 he could defy panic. The depression destroyed the land market for a time. Mr. Blair saw the storm coming and was prepared to meet it. His small indebtedness he could easily carry, while the debts due to him could be easily collected. Like a stout ship, he rode through the storm, escaped the rocks, and was ready to set sail on a new ocean.

In partnership with his brother Lyman, he established a mercantile house at Michigan City, Ind, in the fall of 1837. When old houses were falling out it was the time for new ones to fall in, and the brothers came with the tide. The annals of Northern Indiana and Southern Michigan speak of their successful venture. Their general store was the Mecca of the settlers for many miles. As villages were established, branches of the house at Michigan City were opened, the same class of goods introduced, and the same business methods observed. Grain and other farm products were received in pay for merchandise; grain warehouses were erected, a system of shipping adopted, and even roads were improved. Michigan City, through their enterprise, became an entrepôt of trade. The storage and commission business was established by them; the first pier or dock on the east shore was built by them, and the first grain warehouses on that shore were constructed by them. It looked as if Michigan City were to outdo Chicago and Galena in the race for precedence. The Union Plank Road Company was chartered to build plank roads and transact a banking business. The Blairs were, of course, the principal actors and stockholders. The roads were built and the bank established. Both were successful and fully in accord with the time. Not a bill issued by that bank was ever repudiated. On presentation it was honored in gold or silver or any currency which the holder desired; for C. B. Blair's principle was then, as it was afterward, to meet fully and promptly every just demand upon him or his associates in business. He had undoubtedly passed from the exciting life of dealing in public lands to "that dry drudgery at the desk's dead wood."

When the bank at Michigan City had won a reputation for its founder, he purchased stock in the old State Bank of Indiana; and when the La Porte branch of that bank was reopened under the new charter he was the principal stockholder and president. So far he filled a place in Northern Indiana which no man who went before him ventured to fill.

In August, 1842, his brother William established a hardware store on the south-

east corner of Dearborn and South Water Streets. In April, 1844, Chauncey B. Blair became a partner in this pioneer hardware store, an interest which he held until 1846, when his Indiana business claimed all his attention. In 1861 Mr. Blair became a resident of Chicago, where he established a private banking house. At that time banking affairs were at zero in Illinois as in other States, so that the advent of this successful Hoosier banker in Chicago was hailed as a blessing. In December, 1864, he organized the Merchants' National Bank, of which he was elected president. His intimate relations with Hugh McCulloch, then secretary of the treasury, no less than his wide reputation as a financier, rendered the charter secure, and in 1865 a charter was issued. How that charter was honored during the life of C. B. Blair, and is to-day honored by his successor in the presidency, are facts well known. The matter-of-fact history of the bank tells the story of repeated and incomparable success. In 1861 he brought hope to banking circles; in 1871 he insisted that every dollar should be paid depositors on demand; in 1873 he opposed the issue of bank certificates; in 1876 he aided the bankrupt city of Chicago to creep out of the critical corner in which bad government and unfortunate circumstances placed her, and from 1876 to 1891 he continued his faith in the city and people.

The midnight clearing, the first after the great fire, was made historic by C. B. Blair, who addressed his fellow bankers thus: "In this dilemma, I am as uncertain as anyone what and to what extent calls have been made on the bank; but I want to know them, at once, that I may proceed to pay them if I can. All I have belongs to my creditors, and if it takes the last dollar I have, I will pay it at once and begin life again." It was the echo of the true banker's soul to which his fellow-men listened. The echo was repeated throughout the city, bringing hope at a moment when credit and honor were to be bartered for personal profit. His action on the question of suspending specie payments in 1873 was no less aggressive and beneficial. He rode on the whirlwind and directed the storm. Doing exactly what was right, he robbed the panic of half its terrors and did much to place the city beyond the shadow of depression.

His marriage with Miss Caroline O. De Groff took place in 1844. This lady was the daughter of Amos T. De Groff of Michigan City. To this marriage five sons and one daughter were born, namely: Chauncey J., the successor of his father as president of the Merchants' National Bank, and Henry A., Watson F., directors of the bank; George G., who died in 1870; William S., who died in 1874, and Miss Harriet O., the widow of John J. Borland, who died in 1881. From 1881 to 1891 Mrs. Borland presided over the Chicago home of her father.

The founder of the Blair family in Illinois passed to his reward January 30, 1891. A famous financier was lost to Chicago—a man who accumulated a splendid fortune by doing good in the position to which Providence called him. In November, 1888, and in February, 1890, he suffered paralytic strokes, but beyond the transitory alarms he preserved his mental and physical powers and even subjected paralysis. His death

Library
of the
University of Toronto



Robert Stuart

was due to rheumatism of the heart. The funeral, February 1, 1891, from the residence at 1611 Michigan Boulevard, was a sincere demonstration of respect for the man who made and enforced the strict banking rules which now obtain in Chicago.

Robert Stuart. In just the degree that Chicago is famous for its business enterprise and success, and for its superiority in commercial transactions over other cities of the United States, are the business men of the city famous for their intelligent and adventurous industrial methods and for their superiority over the plodding business men of other sections of the country. Chicago is full of business men who have labored for a season in other localities, and having proved their high ability by unusual success in outstripping their associates in the race for commercial supremacy, have sought this great metropolitan city, where their genius could have full play. They have come from all portions of the country after their former surroundings had become too circumscribed for their capacities. Not only is this true, but it is a remarkable fact that the adventurous spirit of the Scotch and English has led many of the brainiest and boldest of them to the highest ranks of local industries. Many examples of the ascendancy of the Scotch in industrial pursuits in Chicago can be pointed out. Their most notable characteristics seem to be sound sense, breadth of mind, prudent and economical methods, tireless energy and sterling honesty. These qualities continue to cling to the descendants of the Scottish people for many generations after other blood has been introduced by intermarriage with other nationalities.

Robert Stuart, recently elected president of the American Exchange National Bank, is proud to trace his ancestry to Scotland. The blood of the ablest and bravest of that country in old historic times flows in his veins and accounts for his high ability, persistent honesty and unusual success. In all his business transactions his Scottish qualities have predominated, and this fact will readily be seen from a review of his life.

He is a native of the county of Oxford, Ontario, Canada, where his birth occurred in 1852. Both his parents were born in Scotland, but came to Canada at an early day and enrolled their names among the pioneers. The father, before leaving Scotland, had learned the trade of milling, and upon reaching manhood and upon his arrival in Canada, engaged in that occupation. He was an intelligent and industrious man, and soon gained a prominent and merited place among his business associates.

His son Robert, the subject of this memoir, entered the mill of his father at an early period in life and learned thoroughly all the details of the milling industry, which knowledge afterward made it possible for him to form such extensive business combinations and achieve such substantial success. His education, like that of all other Scotch and English boys, was thorough and practical and was supplemented and rounded out by an attendance at a private college in Toronto. Therefore, when in 1873 he came to the United States, he was fitted from the standpoints both of education and of business experience to command prosperity and success. With him

came a friend, George Douglas (another name famous in Scottish history) and together they organized the firm of Stuart & Douglas and began milling operations in Cedar Rapids, Iowa. Both men were able, adventurous and practical, and their enterprise continued to grow and prosper until 1879, when they decided to change the scope and the field of their operations and accordingly established a branch in Chicago. They established themselves under the old name at Sixteenth and Dearborn Streets, and here that branch of their present large enterprise is yet located. Mr. Douglas is now deceased, but his interests both at Cedar Rapids and in Chicago are owned and controlled by his sons, George B., Walter D. and William W.

Soon after the establishment of his interests in this city Mr. Stuart began to seek an expansion in his trade. Like many other sagacious men he saw that the gigantic industrial enterprises of the future were, in almost all instances, certain to be conducted in combinations of successful private ventures. He therefore began to formulate the plans which have placed him at the head of one of the largest industries this progressive age has yet produced. In a short time he succeeded in organizing the American Cereal Company, which took the form of a syndicate of all the leading oat meal mills of America, an immense undertaking which only the highest business sagacity could have carried to a successful conclusion. Into this great company the following mills were merged: The Schumacher Milling Company, of Akron, Ohio; the Quaker Milling Company, of Ravenna, Ohio; the Newell Milling Company, of Cleveland; the Hower Milling Company, of Akron; the Rockford Oat Meal Company, of Rockford, Ill.; the Oat Meal Company, of Iowa City, Iowa, and the Douglas & Stuart Company, of Cedar Rapids, Iowa, and Chicago.

This gigantic combination or syndicate was capitalized for \$5,000,000, and was officered as follows: Ferdinand Schumacher, president; H. B. Crowell, vice-president, and Robert Stuart, secretary and treasurer. It at once took a prominent place among the great business ventures of the country. The trade of the company has grown and expanded enormously and is now on a large and constantly increasing basis, assuring large dividends to stockholders and placing the names of the founders of the company among the leaders of this remarkable era of commercial development.

Mr. Stuart has devoted himself to his business pursuits and has the proud satisfaction of knowing that his splendid success is due wholly to his own ability and capacity. He has seen his business undertakings steadily grow and succeed under his observant eye and steadfast effort, and has forced them forward with all the energy and sagacity characteristic of the man. He has made himself one of the most prominent promoters and executives yet developed by the gigantic commercial transactions of the West. He has become interested in other enterprises and is prosperous and contented. In 1891 he was elected a director of the American Exchange National Bank, and on January 9, 1894, was elected its president, a position he is yet holding, to the complete satisfaction of the stockholders. In his business relations he



J. D. Gray

is most cordial and agreeable, possesses a pleasing personality, and enjoys the utmost respect and confidence of his business associates.

In 1876 Mr. Stuart was united in marriage with Miss Margaret Sharrar, of Dixon, Ill., and they have three children: John, Margaret and Douglas. All are members of the Presbyterian Church and reside in a beautiful home in Hyde Park. Mr. Stuart has taken no active part in politics. His parents, now well advanced in years, are living in retirement in this city. Mr. Stuart is so able and so young a man that the future is sure to have rich gifts in store for him.

Franklin D. Gray. The life of Franklin D. Gray, president of the National Safe Deposit Company is so interwoven with the industrial development of Chicago that it is impossible to describe the active events of his career without giving an outline of the causes and effects which have made the city one of the greatest commercial centers of the world. The privilege has not been granted to many men to experience in so striking and certain a way a working of the force of a civilization that has entirely changed its character and apparent destiny in less than half a century. For more than fifty years Mr. Gray has been a continuous resident of Chicago, and his mind, yet active and retentive, is full of pleasant memories and interesting reminiscences of old faces and events. Blessed with unusual comprehensiveness of mind and the power of assimilating passing events, he is to-day, one of the broadest-gauged and substantial citizens of the city. But the days of trial were upon him as they were upon the little village of Chicago back half a century ago, and a lesson of great value can be learned by his patient industry, effective enterprise and rigid honesty while yet struggling to win a competence.

He is a native of Connecticut, born at Sharon, May 19, 1818, and was reared upon a farm, receiving, until he was ten years of age, a limited education at the district schools. This was the termination of his educational opportunities, save one term afterward spent in the high school. At the age of twelve years he secured a position as clerk in a grocery store in Goshen Center, Conn., and was thus employed until he had attained the age of twenty-one years. This period of about nine years was formative, and established in his mind and character many of the principles which have since made him so successful and prominent. At the age of twenty-one years, with two companions, Messrs. Norton and Walter, his former employers, he came out to Chicago, and these gentlemen, having opened a general store on South Water Street, continued Mr. Gray as clerk. This was in 1840, when Chicago was an insignificant and straggling little village, resting in a swamp at the mouth of the Chicago River. No one dreamed then of the future growth of Chicago. In fact, it was ten years later that the first evidences of Chicago's becoming the great distributing point for the States farther west and northwest were first manifested.

Mr. Gray continued to serve as clerk for this firm until 1845, when he was admitted as a partner, the firm name becoming Norton, Walter & Co. By this time

the business began to assume larger proportions, and so continued until 1849, when the partners dissolved, and Mr. Gray became associated with E. W. Densmore in the same business, so continuing until 1853, when another partner was added, and the firm became Gray, Densmore & Phelps. Five years later the interests of Mr. Densmore was purchased by Mr. Gray, who admitted his brother, Moses W. Gray, and Frederick Gaylord, whereupon the firm name became Gray, Phelps & Co. During the fifties a very large business was done, and much interest was taken by Mr. Gray in the growth of the city. During the war period and the hard times of reconstruction, the business of the firm prospered under the experienced and conservative management of Mr. Gray. But the old private and State bank issues were gone, and a new currency, guaranteed by the Government, was serving the purposes of the people, and, although depreciated, was better than "wild cat" or "red dog."

In January, 1869, Mr. Gaylord severed his relations with the firm, when the name of Gray Bros. & Phelps was assumed, Franklin D. Gray and George H. Phelps conducting the business here, while Moses W. Gray resided in New York, where he was purchasing agent and had control of the eastern affairs of the firm. Soon the company was enjoying one of the largest wholesale and retail trades of the West. But it was not gained without careful estimates, profound study, critical inspection and the exercise of a broad discretion. Trying times were encountered during periods of intense depression, when values were wild and erratic, and when a misstep would plunge the concern into the abyss of ruin. But the sound judgment and hopeful and buoyant disposition of Mr. Gray were equal to any and every emergency, and through all financial storms he piloted the concern in safety.

During the seventies and eighties many changes were made in the partnership, William Burt and Charles H. Kingman were associated with Mr. Gray for a time and others acquired interests in the properties and good-will of this well-known company. On January 1, 1880, Mr. Gray withdrew from active participation in the management of the business of the company and assumed control of the affairs of the National Safe Deposit Company, in which he had acquired an interest. As early as 1865 he had become the owner of a block of shares in the First National Bank and was elected a director, but two years later, when Mr. Nickerson was made president, Mr. Gray was chosen vice-president and continued to serve as such until the organization of the Deposit Company, of which he was elected president. His connection with the bank and the exercise of his official duties therefore ripened his judgment and widened the horizon of his knowledge of commercial transactions. But this does not fully and satisfactorily account for his success in business. It was only after long encounters with the problems of supply and demand—an experience gained with the ups and downs of actual transactions—that he was enabled to forecast accurately future gains and losses. He became the master of his business and knew how to conduct all his ventures to a profitable finality. His success has been due to his own sagacity, industry and honesty.

One of the most striking characteristics of Mr. Gray is his kindly nature. One can not but feel in his presence that his friendships are real and his cordiality the expression of a warm heart and a broad humanitarianism. It is refreshing to feel the impact of his generous nature upon your own. Old age is fast descending upon him, but it has not obscured the sunshine he sheds upon all his associates and surroundings. His mind is as clear and his memory as fresh as when, over half a century ago, he first arrived and stood at old Fort Dearborn and looked over the ragged little western town that was destined to be his future abiding place through life. His long, active and generous life is nearing its sunset, leaving as a rich heritage to his descendants a name of high renown.

He has been closely identified with all the movements to advance the welfare of Chicago. In an early day he was one of the famous volunteer firemen, and treasures to-day a certificate of ten years' faithful service as such, signed by Mayor Charles M. Gray. He was a member of Engine Company No. 1, and was its secretary and treasurer during the ten years mentioned. He assisted in organizing the Firemen's Insurance Company, and was for many years a prominent official for the Chicago Home for the Friendless. Many other charitable movements and institutions of the city have appreciated his worth and services by assigning to him some important official duty. He is a member of the Calumet Club, where the geniality of his nature is fully enjoyed. July 4, 1843, he was united in marriage at Norfolk, Conn., to Miss Ann O. Phelps, daughter of Jeremiah W. Phelps, of the same place, and they have one child, Isabella C. Mr. Gray resides at his beautiful home, 2807 Prairie Avenue.

The first officers of the National Safe Deposit Company, which was organized in 1880, were as follows: Franklin D. Gray, president; Samuel M. Nickerson, vice-president; Lyman J. Gage, treasurer. The company was incorporated with a capital of \$300,000. They erected the present First National Bank building, in the basement of which their commodious vaults are situated. Their present capital is \$500,000, and present officers are: Franklin D. Gray, president; Lyman J. Gage, vice-president, and E. F. Lawrence, secretary and treasurer. The vaults which are considered the safest in the city, comprise 10,000 boxes in sizes to suit depositors.

Solomon Albert Smith. More than once in the past has the financial reputation of Chicago business men been in a critical condition and been saved by the courage, intelligence and honesty of the leading financiers. On occasions of monetary crises, when any weakness or vacillation of capital would precipitate a devastating and widespread panic, the calm, confident and courageous action of a few moneyed men or institutions, when they cast everything they had in the stream, determined to win all or lose all, kindles the highest admiration and thankfulness. They become public benefactors, by practicing a splendid charity which reacts with permanent beneficial effects upon all departments of industry. Such a man and such a benefactor was Solomon A. Smith, deceased.

He was born at Southwark, Mass., in 1815, and in youth received a fair education at the public schools. He learned the trade of a powder manufacturer (which occupation his father and grandfather had successfully pursued), and as a young man traveled throughout the surrounding country disposing of cans and kegs of the explosive and making collections therefor. Soon after reaching his majority, having become convinced that the West offered better opportunities for making money than the East, he determined to join the caravan of western home and fortune seekers, and accordingly in 1840 came via the Erie Canal and the lakes to Chicago. It was just the time to strike Chicago. The place was small and all was bustle and confusion. The town was full of wagons ready to start on their cruise as "prairie schooners," over the plains. It was just the time for men of brains and sagacity to take hold of the inharmonious forces gathered here and evolve settled principles and establish order. Upon his arrival here Mr. Smith at once threw himself into the whirl of business. He was ambitious, but at the same time was sensible and prudent, and at all times was ruled by his judgment and not by his emotions or propensities. He became connected with Luther & Matthew Laffin, then the largest powder manufacturers, it is said, in the United States, and a year later secured an interest in the concern and the firm name became Laffin & Smith. They did an extensive business, sending their powder all over the country to the North, West and South, and continued without change until 1849, when a Mr. Boies was admitted to the partnership, though the old name was retained a few years longer, or until Matthew Laffin withdrew, when the firm was recognized as the Laffin & Rand Powder Company. Thus they continued until 1860, building up a large trade and gaining a high reputation. Their business was ever conducted conservatively and on lines dictated by economy and safety.

In 1860 Mr. Smith became president of the Merchants' Loan and Trust Company, which corporation he had previously helped to establish and place on a firm foundation of public confidence. Its officers and members were substantial business men, with extensive experience in the various commercial enterprises, whose wealth, prominence and ability were a satisfactory guaranty that the concern would be conducted with prudence and profit. The selection of Mr. Smith for the presidency of this important institution was a tribute to his worth and an expression of the public confidence in his integrity and ability, gained through twenty years of social and commercial intercourse. From the moment of his ascent to the presidency new force and strength were imparted to the business of the company. He made a study of methods and industrial and commercial principles, and introduced many reforms in the management of affairs that wrought a revolution in banking and loaning conditions and results. This was accomplished in spite of hard times and unsettled financial affairs. The Southern States rebelled and many thought the Union was dissolved. Southern bank bills were hurriedly collected to be sent South for redemption, and here and there, with alarming frequency, banks, unable to live through the flood of

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Henry H. Williams

shifting values, went down in chaos and ruin, carrying with them business houses of all kinds. Mr. Smith adopted a sagacious course to protect his charge. He went to Springfield, Ill., where were deposited with the auditor of state the stocks of southern banks as a security for their circulation, and there he watched the ebb and flow of credits and took every precaution to protect the interests of his company. The result was that the concern came through the trying ordeal without loss and with credit unimpaired. His management of affairs at this critical time firmly established his reputation as one of the ablest, safest and best financiers of the city and gave him a prestige that was of great value and the source of great pride to him until the day of his death.

Mr. Smith continued to be re-elected president of the company at each annual meeting until the great fire. The fact of his steady continuance in the office was proof both of the confidence his associates had in him and of his own sterling qualities. He had rapidly developed into one of the ablest financiers of the West and had attained a success for the company which the stockholders had never expected to reach. But the great fire was crushing. The company lost its books, though its treasure came safely through and every creditor was paid in full and the bank, with enough left to start on, began an era of unexpected and gratifying prosperity, notwithstanding the panic of 1873 and the hard times resulting therefrom. Unquestionably its prosperity was mainly due to the business sagacity of Mr. Smith. His long experience and conservative methods were at this time worth a fortune to the bank and continued to be a fund that could be drawn upon at sight and duly accepted and honored. Through the era of depreciation previous to the resumption of specie payments he conducted the bank wisely, conservatively and profitably and was even thus engaged up to the hour of his death, November 25, 1879. His loss to the bank was almost irreparable.

Mr. Smith, though reticent and unostentatious, was a charming companion, a witty and sparkling conversationalist, and a man who inspired the warmest friendships. He was a man of methods, of deliberation, of fixed principles, of steadfast objects and of the highest ideals. He courted no publicity and was self-contained and devoted to his business. He came to the front at the proper moment—at a time of financial trial and perplexity, and it must be stated as a historical fact that no man did more to sustain the commercial credit of the city than he. He left a void in banking circles that time alone could fill.

He was twice married, first to a Miss Mills, who bore him three children, all deceased, and second to Miss Marie L. Laflin, by whom he had two sons, only one of whom is now living—Byron L. Smith.

Hempstead Washburne. The name of Washburne is, to-day, as familiar in the West as it was in New England when John Washburne was secretary of the colony of Plymouth in the seventeenth century. In modern times the names of Cadwalader C.

Washburn, an old settler of Wisconsin, who distinguished himself in the war of the Rebellion as major-general of volunteers, served in Congress, and later was governor of Wisconsin; Israel Washburn, also a member of Congress and subsequently governor of Maine, and Elihu B. Washburne, the father of the subject of this sketch, are all familiar to the American people. They were all natives of Livermore, Me., and all endowed with that spirit of Puritanism, which showed them the way to success and gave them the strength to follow it.

Elihu Benjamin Washburne was born September 23, 1816. His childhood was passed at Livermore, Me., and there he received the rudiments of an education. When school days were over, he entered a printing office as an apprentice; next he was engaged as school teacher, then became assistant editor of the *Kennebec Journal*, and ultimately, in 1836, began the study of law at Kent's Hill Seminary, which he continued, in 1838, in Hon. John Otis' office, at Hollowell, and, in 1839, he graduated from the Cambridge Law School. One year later he was admitted to the bar, migrated westward, and settled at Galena, Ill., then the rival of Chicago. Shortly after locating at Galena he entered into a law partnership with Charles S. Hempstead, and, blending law and politics, became, in a little while, a recognized leader of the Galena Whigs entering into the Harrison campaign with enthusiasm. He was a stern opponent of railroad connection with Chicago, early in the fifties, in common with Judge Drummond and Thomas Hoyne, men who, like himself, became the fastest friends of Chicago after the iron way was extended between the rivals. In 1852 he was elected a member of Congress, and repeatedly re-elected, serving until March 6, 1869. He it was who introduced the bill providing for the establishment of national cemeteries. For ten years he was chairman of the committee on commerce, and presided over the committee on the impeachment of Andrew Johnson. Of course, being himself a Galena man, it necessarily followed that a strong friendship should exist between Gen. Grant and himself. Grant, as President, gave him the portfolio of secretary of state, but this great office he resigned within a short time to accept that of minister to the imperial court of France, then in the zenith of its grandeur. During the French-German war the position was a delicate one, but Mr. Washburne was equal to every emergency, winning the esteem of Frenchman and German, and later, the respect of that terrible monster, the Communist of Paris. In his "Recollections of a Minister to France," published in 1887, he tells very graphically of the circumvallation of Paris, the capitulation and the subsequent arrest of the city, from the sanguinary demons, forming the Commune. Returning to Chicago in 1880, he succeeded Isaac N. Arnold as president of the Chicago Historical Society in 1884, and gave up his remaining years to history and literature. His marriage with Adele Gratiot, of Gratiot Grove, Wis., daughter of Col. Henry and Susan Hempstead Gratiot, took place at Gratiot's Grove, Wis., near Galena, Ill., in which towns Col. Gratiot was a pioneer.

Miss Hempstead was a daughter of a soldier of the Revolution. The family

moved from St. Louis, in which city the Gratiots located at an early day. Of their sons, Gratiot died December 17, 1886; Hempstead lives in Chicago; William P. is a resident of Maine and librarian of the Washburne Memorial Library at Norlands, and Elihu B., Jr., the fourth son, is an attorney at law and a member of the Chicago bar. Of the daughters, Susan is the wife of W. D. Bishop, Jr., of Bridgeport, Conn., and resides there, while Marie L. is the wife of A. H. Fowler, of Denver, Colo. The father of this family died at the Hempstead Washburne residence, 73 Maple Street, Chicago, October 22, 1887.

Hempstead Washburne was born at Galena, Ill., November 11, 1852. There he attended school until late in the sixties, when he was sent to Andover, Mass., and to the Kent's Hill College, Me., to complete his education in the English branches. Graduating from that old school in 1871, he determined to pursue higher studies, and matriculated as a student of the University of Bonn, Germany, where he remained for two years. During the long term of his father as minister to France, the son had unusual opportunities of becoming acquainted with the Germans, their language and their literature. Being yet a student he acquired easily a knowledge of German and French, and prepared himself for citizenship in just such a cosmopolitan city as Chicago is. His travels and education went still farther, for they banished from his thoughts whatever was illiberal, narrow and intolerant in them, widened the range of his sympathies and developed the finer feelings of his race. Returning from Europe in 1873, he entered the law office of Gregory & Pinney, at Madison, Wis., and at the same time became a student in the law department of the University of Wisconsin, from which he graduated in 1874, and then took up a supplementary law course in the Union College of Law at Chicago, which he completed in 1875. That year the firm of Washburne & Robins was formed, Henry S. Robins being his partner. Later, Hon. Lyman Trumbull entered the partnership, and the firm was reorganized under the title Trumbull, Washburne & Robins, an association which continued down to 1885. In 1880 Mr. Washburne was appointed master in chancery for the Superior Court of Cook County, a position he filled most satisfactorily down to 1885, when he was elected city attorney.

The same year he surrendered his partnership interests in the law firm, so that his official life would not be hampered with private business interests or the calls of a second office. In 1887 he was re-elected city attorney, but in 1889 declined a third nomination for that office. Entering into partnership with the present Judge Brentano, under the name Washburne & Brentano, he continued in the active practice of his profession until April, 1891, when he was inaugurated mayor of Chicago to succeed the former Democratic incumbent. The campaign though brief, following the nomination of March of that year, was a brilliant one. He was opposed by the late Carter H. Harrison, on an independent Democratic ticket; by D. C. Cregier, on the regular Democratic ticket; and Elmer Washburn on the Prohibition and Reform

ticket; but he won in those Democratic times and thanked the people in a practical way by giving them an able Republican administration. During his term, which extended from the beginning of actual work on the World's Fair almost to the completion of that work, he labored earnestly to improve the condition of Chicago's public works and took a most active part in every meeting and public or semi-public enterprise which promised to exalt the city. When his successor, the late Carter H. Harrison, took the oath of office in April, 1893, every municipal department was well organized and the finances of the city in excellent condition. His experience as city attorney taught him much relating to municipal government, and that experience he used as mayor in the interest of the people.

The city of Chicago will for years to come remain a debtor to Mayor Washburne, for it was he and he only who, single-handed, attacked the railroad grade crossing slaughter, and for two years, in the face of opposition and abuse, persisted in his efforts for an elevation of the railroad tracks. He had the proud satisfaction before retiring from office to see an ordinance, prepared at his instigation, introduced and passed, thus laying the foundation for those steps which have since followed.

In June, 1891, Mayor Washburne compelled the gas companies to pay the city three per cent. a year upon their gross receipts and to reduce the price of gas to the consumer; something never before accomplished.

It was Mayor Washburne who first demanded and got from corporations using streets on new charters a percentage on receipts in payment for a franchise, a precedent followed by his successors which will soon result in a great revenue to the city. Mayor Washburne personally established the milk inspection bureau, and the sub-stations for the payment of water rates. A careful study of his official career reveals the fact that he unostentatiously labored for the good of his city, and that all his conduct was guided by charity, firmness and good judgment. In 1888 he sought the nomination for Congress, but was defeated at the primaries, the vote being almost a tie.

His marriage with Miss Annie M., daughter of the late J. V. Clarke, was solemnized June 28, 1883. Her father was one of the old bankers of this city, having been one of the organizers of the Hibernian Bank and president of that sterling institution from its establishment down to the day of his death.

As mayor of this city, from 1891 to 1893, he was singularly happy in his social, as well as practical, relations to that office. In presiding over great meetings, dedicating public monuments, receiving distinguished visitors or guests of the municipality, he was equally at home. His speech at the dedication of the Grant monument in 1891 is one instance of his ability as a public speaker, and his speech at the dedication of the World's Fair has been by many able critics pronounced the most polished, scholarly and ablest speech of that day, which included Watterson and Depew among the orators. Luther Laflin Mills said of it: "It belongs with the masterpieces of Ameri-

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Your truly Paul Jensenland

can oratory." He is a member of the Chicago, Athletic, Union, Germania, Tolleston and Huron Mountain Clubs, also the Union Club, New York City, and is one of the founders of the popular Marquette Club, the quarters of which are in the old Washburne mansion.

He is the legal adviser, as well as head of the firm, of Knott, Lewis & Co., mortgage bankers. This firm deals only in large estates, loaning immense sums annually on Chicago property, and thus taking an active part in the true development of the city, the progress of which rests mainly upon capital.

Mr. Washburne, though the inheritor of reputation and wealth, may be called the architect of his own fortune. With pleasant, yet decisive, manners and strong convictions, he has made his way to the highest places in the gift of Chicago. As a lawyer, he won a high place at the bar of Illinois and now, as a banker, holds a most important relation to Chicago. He is a man at once self-reliant and judicious, whose word may be depended upon, and whose action is always influential.

Paul O. Stensland. The Milwaukee Avenue State Bank, with office on Milwaukee Avenue and Carpenter Street, is the successor of the private banking house of Paul O. Stensland & Co. It was chartered under the banking laws of Illinois, with a paid-in capital of \$250,000, and organized September 15, 1891, with Paul O. Stensland, president; Andrew C. Lausten, vice-president; Charles E. Schlytern, cashier; Donald L. Morrill, attorney; Joseph P. Hanson, F. H. Herhold, A. J. Johnson, Wm. Johnson, M. A. LaBuy, A. C. Lausten, John McLaren, Thomas G. Morris, John F. Smulski, Soren D. Thorson and the president, directors. The stockholders are named as follows: Franklin S. Anderson, of John Anderson Publishing Company; Victor Bardonski, druggist; Chas. S. Bartholf, school principal; John S. Cooper, capitalist; W. H. Crosby, capitalist; Thomas F. Crosby, of American Book Company; Max A. Drezmal, attorney at law; Anton Groenwaldt, liquor dealer; John P. Hanson, cigar manufacturer; F. Herhold & Sons, chair manufacturers; Albert Jendrzajek, grocer; A. J. Johnson & Sons Furniture Company; Elof Johnson, grocer; William Johnson, vessel owner and capitalist; Chas. F. Kimball, banker; Peter Kiobassa, city treasurer; Marius Kirkeby, commission merchant; Joseph Kowalski, grocer; Mrs. A. LaBuy; M. A. LaBuy, justice of the peace; Chas. E. Lane, of American Book Company; Andrew C. Lausten, president N. W. Lead and Oil Company; John McLaren, capitalist; Swen J. Mellin, manufacturing tailor; Karsten Michelsen, manufacturing tailor; I. P. Mikitynski, furniture dealer; Donald L. Morrill, attorney at law; Thomas G. Morris, lumber dealer; Chas. E. Morrison, capitalist; P. P. Okoniewski, jeweler; Anton Peterson, furniture manufacturer; Julian Pischke, contractor; Richard Prendergast, attorney at law; Maurice Rosenfeld, capitalist; K. F. M. Sandberg, physician; John Schermann, insurance agent; Otto F. Scheuneman, coal dealer; Chas. E. Schlytern; Stanislaus Slominski, milliner; John F. Smulski, attorney at law; C. C. Soiberg, flour and feed dealer; Jesse Spalding, president Spalding Lumber Company; Paul O. Stens-

land; Peter Svanoe, Swedish-Norwegian consul; Soren D. Thorson, of Central Manufacturing Company; John R. Walsh, president Chicago National Bank; Jas. D. Williams, of Effingham, Maynard & Co.; Frank Wleklinski, baker, and John H. Xelowski, druggist.

A general banking business is transacted. Deposits left for a stated time bear interest; certificates of deposit are issued, payable on demand or transferable by endorsement; loans on approved commercial paper are made; collections are made in all parts of the United States; exchange is bought and sold; exchange and money orders on foreign countries are sold at the lowest rates, while foreign money is bought and sold. The resources of this bank, May 10, 1893, amounted to \$1,064,077, the loans and discounts aggregating \$783,500.44 of this sum. The deposits amounted to \$718,370.33 on that date, and the undivided profits to \$38,925.59. The savings department is a convenient and secure refuge for the surplus of earnings over expenditures. Sums of one dollar and upward received on deposit bear interest at the common rate. The savings deposits on October 1, 1892, amounted to \$207,209.96.

The safe deposit vaults, which are entered from the bank, present as unique a fortress for valuables as they do a secure one. The arrangement is in keeping with the latest ideas on such vaults. The private boxes in this department are rented at \$5 per annum. It is doubtful if a cyclone of fire could injure a single box in these extensive vaults.

The real estate department is well equipped with maps, atlas, and record. It is distinct from the bank in location and management. Connected with it is the department of real estate loans—a department which for years has exercised a most beneficial influence on the northwestern section of the city, and one which must be credited in a large measure with the development of that part of Chicago.

Were the question asked, Who is the best representative of the Norwegian element in Chicago to-day? the answer would be, Paul O. Stensland. The name is undeniably Scandinavian. Paul O. Stensland was born in Norway, May 9, 1847. His parents, Ole and Kari (Millie) Stensland, were natives of that country, and they, like their ancestors, belonged to the sturdy agricultural class of Scandinavia. They died in 1871, in their native land. When their son had completed his education in the national schools, at the age of seventeen years, he went to India and entered the employ of a Bombay cotton house as clerk and later as buyer of cotton, and was engaged in the cotton trade there until his return to Norway some years after.

Leaving his native land again in 1871 for Chicago, he associated himself with Mr. Berlzheimer, under the firm name of Berlzheimer & Stensland, and carried on a successful retail dry goods trade for thirteen years. Retiring from the firm he established himself in the insurance, real estate and banking business at 409 Milwaukee Avenue, under the firm name of Paul O. Stensland & Co., and entered on that phenomenally successful career which has made him the peer of any of Chicago's business men. He

who walks up Milwaukee Avenue can read. Since 1885, when he organized this business, the avenue has been metamorphosed, and, by intuition, travelers credit the change to this man above all others.

His marriage with Mrs. Karen Querk, which took place August 3, 1871, has been blessed with one child, Theodore Stensland, born October 24, 1875, who is now attending the Phillips Exeter Academy, New Hampshire, preparing himself for Harvard University. Mr. Stensland was a member of the Chicago school board from 1879 to 1888, or for three terms. During that progressive period in the school history of this city, his voice was never heard against a measure in the true interest of public education. In 1891 he organized the Milwaukee Avenue State Bank and was elected president of that financial institution. Later he was chosen a member of the World's Fair Committee, and took a full share in winning for Chicago the honors of the World's Fair City.

During the presidency of Mr. Cleveland he was given to understand that he could have the appointment as United States consul to Calcutta, but declined the honor. In October, 1891, he was elected a director of the World's Columbian Exposition to fill the vacancy occasioned by the resignation of J. W. Scott, and in April, 1892, at the regular meeting of the board was re-elected. He was one of five appointed by the government of Norway to represent that country at the World's Fair. He is a prominent and valued member of the Iroquois and of several of the Scandinavian clubs. His travels in foreign lands have been extensive and have given him a profound knowledge of civilization, and particularly is he well versed in the customs of India and the Persian empire. He is one of the largest real estate owners in the city and one of its most distinguished citizens.

Of the 173,041 Norwegians who came to the United States via New York between the years 1855 and 1891, Mr. Stensland holds a leading place. His business education in three continents conferred on him advantages of which few can boast, and the utilization of these advantages—of the knowledge gained by travel—is a point in his life worthy of study. He has become an American of Americans, a Chicagoan of Chicagoans. Coming here a stranger, he built up a fortune and a reputation for himself, and in accomplishing this necessarily became a part of the city which grew up around him, contributing largely to its welfare by material and moral aid.

CHAPTER V.

THE BOARD OF TRADE.

TO one who has seen Chicago in 1847, or who has read a good description of the town of that time and of its 16,859 inhabitants, the part played by the Board of Trade in her development is known and the efficacy of that part acknowledged. Few of her merchants conceived anything heavier than a retail trade; the products of the western grain fields were hauled over prairie trails, in "schooners," to this market, often filling South Water Street and Lake Street with wagons, men and horses, as thoroughly as the buyers, sellers and freighters fill the first named street to-day. The buyer bargained with the seller and the seller with the buyer. Then the city buyer bargained with the merchant and the merchant with the peddler, until the din and confusion fatigued the eye and the ear, and made night welcome. In the grocery and dry goods trades an equally roundabout way of business prevailed. There was no enterprise in the council of the town; there was no high commercial ideal in the mercantile circle; manufactures were few and the spirit to create them scarce; the streets were infinitely worse than those of any of our new western towns of to-day; the sanitary ideas of the people were sleeping; one in every thirty-two inhabitants died of disease, and in every respect the Chicago of 1847, with its large population, was simply a trading post, uninviting to civilized men and only alluring to dealers and traders.

The Board of Trade was organized in 1848; men of different trades met daily to consider the status of trade and, incidentally, to discuss ways and means for the advancement of the town. A decided improvement in personal appearances followed: the Marine Hospital was established; the newspaper men began to assume city methods; statistics of trade were compiled; the men who had made money began to build higher and better; the Illinois and Michigan Canal was opened; a telegraph line and a railroad were in process of construction. With all this, the present busy corner of State and Madison Streets was out on the prairie; the Sunday hunters could have an uninterrupted view of the tree-clothed ridge of Longwood from the corner of Lake and La Salle Streets; the streets were execrable, such signs as "No bottom here" being common, while the wag or badin would place a hat and coat on cross-sticks, with the legend attached, "The shortest road to China;" the sidewalks, where such existed, were inferior to the corduroys in the Hudson's Bay region, and the interiors

of the great majority of domestic and business buildings would bring a blush to the Virginia City mining camp of later days. There were no sewers; the water supply was poor in quality and quantity; a city marshal and nine policemen tried to keep the peace, and everything connected with business was primitive. Before the Board of Trade was nine months old, the railroad, on which work commenced in March, 1848, was completed to Cottage Hill, ten miles away (November 20), and the members were invited to ride on the little locomotive and six old freight-cars which formed the train; the O'Rielly telegraph line was in operation, and the canal boats were hauling the riches of the Illinois Valley to the Chicago market.

The population of the town when the Galena & Chicago Union Railroad Company invited the officials of the Board of Trade to ride with them to Cottage Hill was only 20,023, and the value of its annual trade was not much over \$12,000,000. Such was the city that the original Board of Trade found here—one to the development of which its members bent their best energies. For forty-six years this well organized body of citizens has not allowed one year to pass without impressing its ideas, in relation to city interests, on national, State and municipal councils. The harbor had met its truest friend, the shipping interests a guardian, and the railroads an ally in all their just demands. It is difficult to find any of our great enterprises, from the opening of the pioneer railroad in 1848 to the opening of the World's Columbian Exposition in 1893, in which it has not taken an active interest, contributing moneys and practical ideas lavishly, and lending its organized, consolidated power and enthusiasm to the accomplishment of great undertakings. For almost five decades it has exerted an extraordinary influence on trade ethics, and is itself the apotheosis of trade and commerce.

It has become the common privilege of ignorant legislators, and hypocrites or Pharisees outside the council chambers of Springfield and Washington, to heap abuse on this trading body. Its vilifiers are portrayed in word painting in Chapter XXXVI of "*Barnaby Rudge*," written by Dickens, after he was brought face to face with the Pharisaical elements of his country. The ignorant, unwittingly associate the Board of Trade with the "Bucket Shops," just as they do any pettifogging lawyer or quack physician with the respective professions. The Pharisee does this wittingly and maliciously, or otherwise from business motives, for he is always alive to self-interest and trained to hectoring in that interest. Without reading the preamble of this influential association, or attempting to study its history, he makes statements without foundation in fact and, by innuendoes, blackens the character of great operators.

Now, the prime object of the board is to maintain a trade exchange, for the uniform and speedy transaction of business on equitable principles, and to supply all information to its members necessary in carrying out its object. In addition to this, it contributes more to the welfare of farmer and citizen than the combined work of all the enemies of the system in the United States. This idea is shown in a clearer

light in the report of Secretary Stone for 1890, from which the following paragraph is quoted:

"The system, with all its safeguards, by which the great crops are moved and realized upon, and by which a ready market is secured, regardless of the volume offered and without depreciation of values, must certainly call forth nothing less than admiration. This system, which has created a constant demand from the great grain markets of the world, prevents congested markets, enabling the West to send her grain to market without its being subject to the limitations which the consumptive demand would impose. It permits the agriculturalist to sell, whenever prompted to do so, either by his interest or necessity, without compelling him to make immediate shipment. This system was devised and is maintained in the interest of the farmer, and has brought into existence the chief grain markets of the world; without it, the great West would not have been developed, and the trans-Mississippi States would not have been formed. It provides the farming communities with ready money, which, in turn, finds its way through the country store, to merchants in great centers of trade, and, more than any measure, keeps the complex machinery of business in harmonious activity. To withdraw or destroy it would be fatal to the success of the grain and cotton interests, check the circulation of money, lead to selling general merchandise on long credit, increase business hazards, advance rates of interest, cripple enterprise and prepare the way for financial disaster."

Let us consider for a moment what the agriculturalist would be without this board. Nothing more than a serf, subject to the caprices of the local miller or the whims of the great millers. The enterprise and system of the Board of Trade is a check on syndicate greed. They create a demand and produce the money to buy, when there is really no consumptive demand; the state of the market on the floor is heralded throughout the country as quickly as the telegraph may carry the news, and the wide-awake farmer ignores the decrease and observes the increase. To-day corn may be down to zero, to-morrow competition on the board may place it at summer heat, and the grower who is prepared to take advantage of changing conditions may make a fortune by selling at the proper heat. Opposed to the advantages which it places at the farmer's door is the farmer's proverbial perversity. He goes to the "bucket shop" with his capital rather than to a legitimate commission house, and his ignorance is generally rewarded by getting nothing on his investment save what the advertising idea of the "bucket shop" may dictate.

These facts must be patent to every one who has given them serious study. Of course the system of dealing in "futures" does not guarantee profits. The commission houses represented on the board do not attempt to conceal that point, but they do say that they will exercise care in the investment of the moneys of their clientele on fair commercial chances, and they carry out what they say. On the other hand, the "bucket shop" coaxes trade, and seldom entertains an idea of returning a nickel to their clientele, except on lottery principles, which will scatter a small sum here and there for advertising purposes. Like the black sheep of a profession or family, the

"bucket shop" parades its wickedness, and, in the minds of unthinking men, injures the fame of the greatest grain and provision trading body in the wide world.

In the following history of the organization and development of Chicago's Board of Trade the writer has kept close to facts and figures, treating the subject materially rather than ornamentally.

The beginnings of the Board of Trade were made in March, 1848, when a call for a meeting was extended to all who considered the organization of such an association necessary. That call was signed by John H. Kinzie,* Thomas Richmond,* Thomas Hale,* H. H. Magie, Isaac H. Burch,* George Steel,* Charles Walker, W. F. De Wolf, E. S. Wadsworth,* B. W. Raymond, W. S. Gurnee,* George A. Gibbs, J. C. Walters, John P. Chapin, Thomas Dyer,* John Hayden, W. A. Norton, M. A. Neef and L. W. Church.

Three months prior to the date of that call Thomas Richmond and W. L. Whiting discussed the subject and suggested the call. The meeting was held in the latter's office on March 13, 1848, when a formal organization was effected, but not until April were the articles of association adopted, the officers elected, or a meeting place rented. Thomas Dyer was elected president, *vice* George Smith, who declined to serve; W. L. Whiting, secretary; Charles Walker and John P. Chapin were chosen vice-presidents; Gurdon S. Hubbard, John Rogers, H. G. Loomis, George F. Foster, R. C. Bristol, J. H. Dunham, C. Béers, J. H. Reed, E. K. Rogers, J. Y. Read, W. B. Ogden, A. H. Burley, O. Lunt, E. W. Hadduck, I. V. Germain, L. P. Hilliard and the callers marked*, directors.

All the signers of the call, except Messrs. Hayden, Norton, H. H. Magie, M. A. Neef and L. W. Church, became members of the board. The men named as directors also signed the roll of membership, together with Matthew Laflin, George Smith, Jr., B. F. Russell, Theron Pardee, D. Humphrey, H. J. Winslow, John King, Jr., James H. Rochester, Isaac Hardy, Zenas Cobb, Jr., A. V. G. DeWolf, Almond Walker, H. H. Harrison, John C. Haines, James Winn, Julian S. Rumsey, James H. Carpenter, J. P. Hotchkiss, John Hugh, Jr., J. R. Case, C. L. Harmon, S. L. Brown, Joseph T. Ryerson, Andrew Blaikie, I. Whitcomb, G. M. Higginson, Jared Gage, Sylvester Marsh, John Rogers, James Peck, George C. Drew, T. V. G. Loomis, John W. Shoemaker, Albert Neeley, Joseph R. Beals, A. G. Throop, J. L. Marsh, John C. Dodge, John Pearson, Thomas Thompson, Alexander Brand, Allen Richmond, O. Sherman, M. C. Stearns, G. A. Robb, W. H. Clarke, J. A. Smith, T. S. Morgan, James L. Hare, John S. Reed, Thomas B. Carter, T. L. Parker, F. A. Stockbridge and Jabez B. Foster. The membership embraced nearly the whole mercantile and manufacturing circle of the town; but, as the mutual business idea was not very strong, and as the strange conditions of the time and place opposed giving attention to meetings, the original Chicago Board of Trade accomplished little toward reforming trade and commerce.

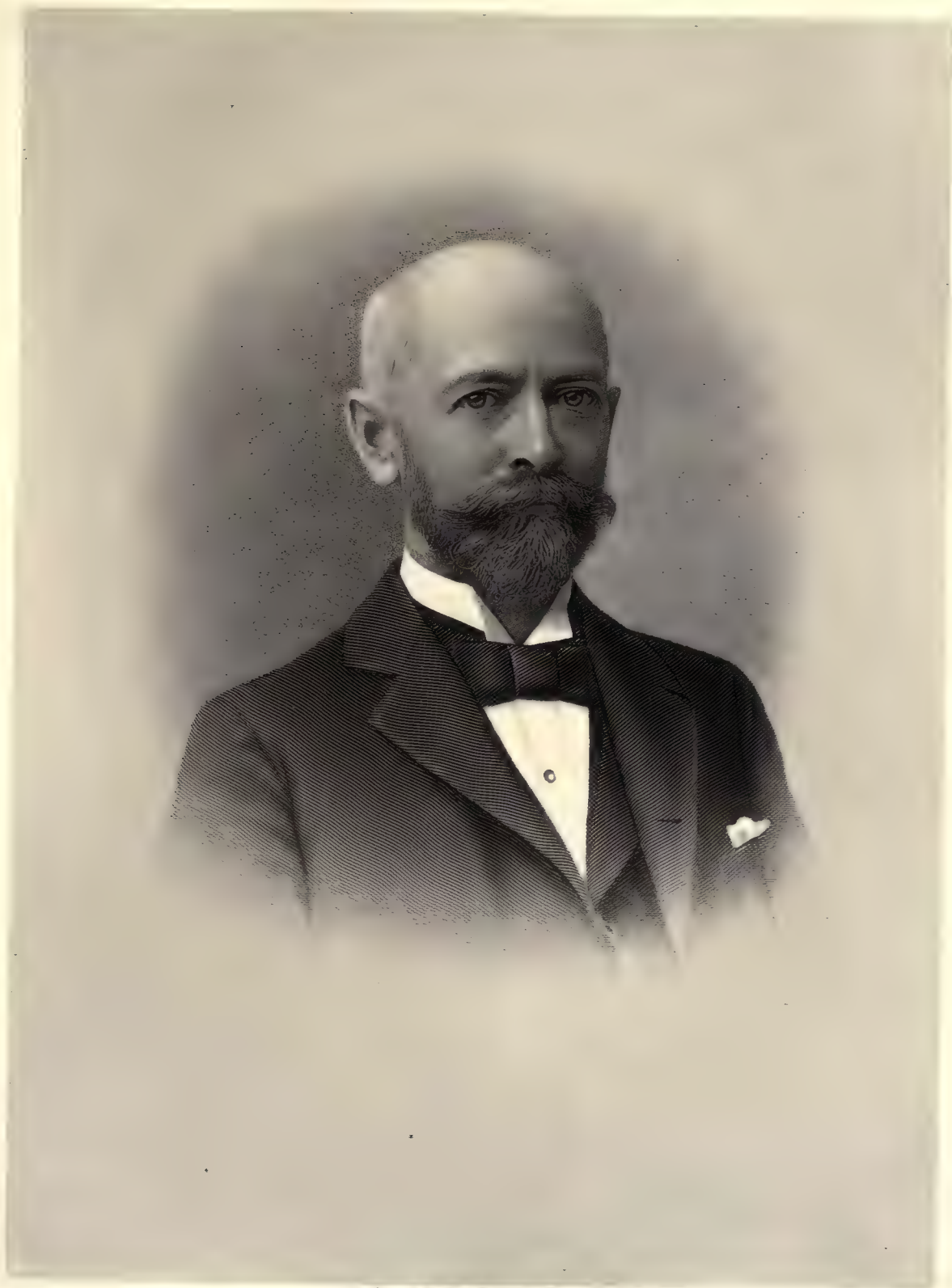
The corner of Madison and State Streets was then a suburban region; the side-

walks were little better than rafts in a mud lake — dangerous and disagreeable at all times; save when the winter snows covered sidewalks, ditches and roads. The manners and customs of merchants, real estate men, bankers, tradesmen and the proletariat were primitive, when not wild; trade was carried on, from dawn until long after sundown, in an easy, *laissez faire* style; meals, cards and checkers formed the daily pastime of the merchants, and oftentimes customers would have to wait until a game was won, and always until a meal was finished. Such business forms are, of course, foreign to the modern conception of Board of Trade memberships; but there were men among the eighty-two whose enthusiasm kept the organization alive and even made it grow. In April, 1849, Thomas Dyer was re-elected president; John C. Dodge was chosen secretary, and W. L. Whiting, treasurer. Such questions as obtaining quotations by telegraph,* improving the river and harbor, lowering canal and freight rates, and even going so far as to suggest cheap fares and rates for the little Galena & Chicago Union Railroad, then struggling to reach Elgin, forty miles away were considered. It was altogether a precocious body.

The act of February 8, 1849, presented an opportunity to the old board to become, by a general law, a corporate body without special legislation; and, on April 13, 1850, the members took advantage of this opportunity to reorganize, re-elected the officers chosen in 1849, and adopted the title, "The Board of Trade of the City of Chicago." Under their new by-laws, each new member was to pay an initiation fee of \$5, and such other sums as the board might from time to time decree. To provide for an existing deficit of \$146.20, the annual dues were increased from \$2 to \$3. For some time after incorporation the members devoted much time to the consideration of measures affecting Chicago; but, as days grew apace, the orators of the body attempted to transform it, not only into a municipal council, but also into a congress of the United States, Canada, Mexico, and South America. The immediate objects of the organization were almost forgotten in the general desire to consider continental affairs; and, by degrees, the members ceased attending meetings, until it was a rare spectacle to see one of them in the old board room.

The merchants, commission men and members generally took a particular interest in aiding the Illinois Central Railroad toward obtaining millions of acres of land in the State and a most valuable right-of-way in the city. Not one of them ever dreamed that the limits of Chicago would ever extend south of Twelfth Street, north of Chicago Avenue, or west of Halsted Street. Believing, as they did, that the outside territory would never be more valuable than farm land, they were willing to see the prairie parceled out among railroads, and urged the council of the city to be liberal in granting franchises. In 1848, when the old Board of Trade was organized, the population of the city was estimated at 20,023; in June, 1850, a

*The *Journal* of April 6, 1848, states: "The first flash came through from Detroit this morning at 9 A. M. By the dispatches it will be seen that we have dates from New York of yesterday at 2:30 o'clock." This line was built by J. J. Speed. The owner of the first Chicago-Milwaukee line, and also of the Chicago, Peru & St. Louis line, finished in June, 1848, was B. O'Reilly. The Board of Trade were the first patrons of the O'Reilly telegraph lines, which were the first in the western country, though Speed was a contemporary builder.



Yours truly
Henry Reed.

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few months after the reorganization, there were 28,269 inhabitants, but these figures, in the opinion of the board, were only an index to a large town which might embrace in the future not more than four square miles. The logic of United States Senators James Shields and¹ Stephen A. Douglas opposed such a conception; for each prophesied that Chicago would yet be the greatest city on the continent, and warned the Board of Trade to keep that prophecy in view. In 1852 the assessed value of real and personal property of the city was \$10,463,414, the tax levy \$76,962, and the bonded debt \$126,035. The old board, or even the old council, could not conceive a time when the assessed value (which is about one-third of the true value) would reach \$245,790,351, the tax levy \$11,810,969, and the bonded debt \$18,476,450, as in 1893, or within a little over forty years of the time in which they were acting. In 1850-51 Charles Walker presided over the board, with John P. Chapin vice-president, and John C. Dodge secretary. In 1852 George Steel, Thomas Hale and James E. Dulliba (*vice* Dodge, resigned) held the respective offices; and in 1853 Thomas Hale, Charles H. Walker and Laurin P. Hilliard were the respective incumbents, the place of meeting being at No. 8 Dearborn Street. During the year delegates were sent to Washington to represent the wants of Chicago in the matter of river and harbor improvement, and delegates were also sent to the St. Clair River Improvement Convention, held at Detroit. In 1854 rooms over Purington & Scranton's store, corner of Fifth Avenue and South Water Street, were rented, and there George A. Gibbs was installed president, W. D. Houghteling, vice-president, and James E. Dalliba, secretary.

A new order of business now obtained. The board inaugurated the system of weighing grain, and asked the boards of other lake ports to take measures to make the rule effective. In 1855 a free lunch system was inaugurated, but it proved an expensive and offensive affair, until the doorkeeper was ordered to exclude the hungry laymen who were not members. Gradually passing through apprentice stages, the board realized its true relation to the city in 1856, cast aside its primitive habiliments and appeared on the commercial stage as a body of earnest men who had the interests of their city at heart. The place of meeting was changed to Walker's building, but later established in Steele's building, on the corner of La Salle and South Water Streets, where the 229 members enrolled, at the close of that year, assembled to consider trade conditions. The suggestion to buy the corner of Clark and Washington Streets for \$180,000, seriously entertained, tells how big the Board of Trade of 1856 felt. The grading of wheat, as "white," "red" and "spring," was accomplished that year, and in the year 1857 the commercial editor of *The Daily Press*, Mr. P. L. Wells, was employed as superintendent and statistician. From 1854 to 1858 he compiled exhaustive commercial statistics for the *Press*, and in 1859 issued the first annual trade report, as superintendent of the Board of Trade, thus making the beginnings of the large octavo volume which is now issued annually. The 461 members enrolled at the beginning

of 1858 increased to 520 before the close of the year, and to 625 before the close of 1859. The regrading of wheat into four classes—"Club," "No. 1 spring," "No. 2 spring," and "rejected"—was accomplished June 15, 1858. The system of grain inspection was extended to grain arriving by boat as well as by rail. The election of Hiram Wheeler, president, Samuel B. Pomeroy, vice-president, and W. W. Mitchell, secretary, in 1855; of Charles H. Walker, president, and George C. Morton, vice-president, in 1856; the re-election of Mr. Walker in 1857, and the election of Julian S. Rumsey, president, Thomas H. Beebe, vice-president, in 1858, and their re-election in 1859, with Stephen Clary second vice-president, and Seth Catlin secretary, show that the infusion of new blood was deemed necessary; while the work of the period is in evidence to show that the officials and members played a full part in molding the board into a great machine, which would produce a commercial power capable of controlling the grain and produce markets of the world.

The special act of the Illinois Legislature chartering the Chicago Board of Trade, approved February 18, 1859, authorized that body to hold \$200,000 worth of property, and in twelve sections conferred on it plenary powers over its members and the transaction of business "on 'Change." With this charter more pretentious quarters were necessary, and in February, 1860, the secretary established his office in the Newhouse block, on South Water Street, for which a lease for ten years was obtained at an annual rental of \$1,250. The decorations of this new trading hall appealed to all visitors. European travelers came to look in amazement on the wild, grotesque work of western frescoers, while natives, who had not traveled, came ready to admire the barbaric pictures and glaring colors. The hall was a rude conception of grandeur, 5,112 square feet of wall and 4,465 square feet of ceiling being given up to rude landscape frescoes in colors, such as a Michael Angelo or a Raphael never slept to dream of. Ira Y. Munn was elected president in 1860, with Eli Bates and John V. Farwell vice-presidents, Seth Catlin being still secretary. The same untamable idea which suggested the Free Trade Congress of 1893 countenanced the wild Reciprocity Treaty with Canada, and this board was a friend of that measure, in the face of the fact that it was injurious to the United States, until Congress abrogated it.

The presidents of the board during the war period were Stephen Clary, 1861; Calvin T. Wheeler, 1862; John L. Hancock, 1863-64, and Charles Randolph, 1865. John F. Beatty succeeded Seth Catlin in 1862 as secretary, and held that position until 1868. On April 18 the United States flag was hung in the trading hall. On the 17th of that month a proposition that the members subscribe \$5,000 was answered promptly; but one, that the board contribute \$500, was opposed, until a member amended the motion by making the sum \$5,000. He who opposed the \$500 contribution as beyond the charter of the corporation heard the amendment carried, and disappeared without casting his dissenting vote. That evening the sum of \$10,000 was offered as the first gift to the Union Defense Association by the organized traders of Chicago. Later

it gave the subject of State and National currency thorough study and espoused the national legislation which led to the approval of the National Bank act. This was a set-off to its incomprehensible love for Canadian reciprocity—a thing of course beneficial to Chicago, but absolutely injurious to the agricultural interests of the Northern States. The conversion of the Illinois and Michigan Canal into a ship canal was urged on Congress by this body, but that congregation of enigmas took little or no notice of Chicago's petitions in the matter, preferring to spend millions in opening the Mississippi from the Gulf.

The capture of Fort Donelson, Tenn., and of 13,500 Confederates, on February 16, 1862, was proclaimed in the hall of the Board of Trade the following morning; bulls and bears forgot their callings, and members, old and young, felt like the man who fought and won the day before in Tennessee. Resolutions were adopted indicative of the joy of the board for the victory, and of its pride in the part taken by the Chicago Light Artillery. About that time a heavy consignment of prisoners arrived in Chicago, and the liberal, diplomatic or hospitable people entertained the officers. This just action toward fallen adversaries stung the illiberal element in the Board of Trade and suggested a series of resolutions at once unworthy of Chicago, and particularly so of her Board of Trade. The resolutions showed the excess of zeal, and it is known that excess of zeal is never useful to any cause.

In 1861 and 1862 the board gave as much time to military affairs as to business. By July 23, 1862, the members had not only subscribed \$15,210 for bounties, but had also gone far toward equipping the Board of Trade Battery—156 strong. James H. Stokes was elected captain, and on August 1, 1862, the command was mustered into the United States service. On September 9, following, the battery was attached to Buell's corps, at Louisville, Ky., and served in actual war until the capture of Selma, Ala., April 2, 1865. Mrs. S. H. Stevens was the nurse of the command for the whole term. It lost 11 men killed in battle, 5 by disease, 13 *hors de combat* owing to wounds or disease, 5 made prisoners, 4 transferred, and 17 discharged for promotion. In another command the members of the board interested themselves. The Chicago Mercantile Battery, organized between August 5 and 8, 1862, was mustered in on August 29, 1862, and served until July 3, 1865. Like the Board of Trade Battery, the expenses of organization were met by private subscription, but the expense of uniforms, arms and accouterments was borne by the United States. The sanitary commission received large sums of money from the board, and other sums from its members. Liberal aid was tendered to the Seventy-second, the Eighty-eighth and the One Hundred and Thirteenth Illinois Regiments, which were known as the Board of Trade Regiments, and all other war measures claimed attention.

Business was not forgotten in the mean time. The faults in grain inspection and the warehouse frauds were investigated and corrected; a schedule of commission rates was adopted; the board room increased in size, and the captain of the "Sleipner"

(a brig of 350 tons burden, which arrived from Bergen, Norway, August 2, 1862) was received and complimented by the board as the master of the pioneer European vessel to make this port. At the close of the year an attack on *The Chicago Times* was made in the form of severe boycotting resolutions and the exclusion of its commercial editor from the hall. This radical action, as unwise as that taken against members who extended courtesies to Confederate officers then in prison or on parole here, led to serious disagreements and, in fact, to the organization of a new and non-partisan Board of Trade. From April, 1861, to April 1, 1863, the receipts for war purposes amounted to \$51,365.99, and the disbursements to \$36,566.12. At that time the necessity of a larger building was so apparent that steps were taken to erect a temple to trade. Under its charter the board could not accomplish it, and hence there was organized out of it the Chamber of Commerce, to whom a charter was granted April 14, 1863, the articles of association varying in only two sections, one giving building powers, the other prohibiting the rejection or expelling of applicants or members for religious or political beliefs. The purchase of the southeast corner of Washington and La Salle Streets followed in 1864, the consideration being \$65,000. A sum of \$500,000 was subscribed as stock, a rental of \$20,000 per annum, to be paid by the Board of Trade, agreed upon, and on September 11, 1864, the cornerstone of the original Chamber of Commerce building was placed. On August 13, 1865, the Chamber was completed and dedicated. Mean time the board established a recruiting agency, offered liberal bounties, and succeeded in delaying the application of the draft until Chicago's quota was contributed to the Union army.

The number of members reported on April 14, 1864, was 1,257. With but few exceptions, all joined in the hard work of forcing the retirement of bank bills which were unconvertible with the new United States currency, and on May 15, 1864, United States Treasury notes or their equivalents were only recognized in the financial transactions of the board. The banks offered technical objections, which were overcome readily, and the United States Bill soon replaced all "wild-cat currency." Not only were its members the prime movers in this salutary innovation, but they were also the active agents in driving the Legislature to empower the expenditure of moneys by Chicago in improving the Illinois and Michigan Canal. In 1865 the board resolved itself into a law and order league for the nonce. The extraordinary ninety-nine-year franchises to street railroads were opposed strongly, but the representatives of the people passed the measures over vetoes of mayor and governor and laughed at their 1,462 opponents on the Chicago Board of Trade. The old time "puts" and "calls" were abolished early in 1865 and dealings in "futures" established, so that when the members assembled in their new hall, August 13, 1865, new rules and new practices had to be observed. The Chicago Board of Trade had then earned a high reputation and was classed with the greatest trading bodies of the world. The return of the Board of Trade regiments took place before the new building was finished—the

Seventy-second Regiment arriving August 12, 1865, a day before the dedication of the Chamber of Commerce.

The transactions of the board from the beginning of 1866 to October, 1871, were extensive, important, and in many instances interesting. The presidents elected within that period are named as follows: John C. Dore, 1866; Wiley M. Egan, 1867; Enos V. Robbins, 1868; Jesse M. Richards, 1869; Samuel H. McCrea, 1870, and Josiah W. Preston, 1871. John F. Beatty was secretary down to the beginning of 1869, when Charles Randolph succeeded him. In the fall of 1866 the project of cutting a canal from the old canal to the Mississippi, at a point near Rock Island, was entertained, and funds were appropriated to survey a route. The attempt to abolish the bushel system and substitute therefor the cental system, on the part of this board, failed, owing to the defection of the eastern Board of Trade men. The increase of the annual assessment from \$10 to \$25, and the extraordinary subscriptions demanded for sundry enterprises, led to a decrease in membership of 143, the number in April, 1867, being 1,259. The "Warehouse Bill," one of the strange productions of the Illinois Legislature, aimed at the destruction of trade in "futures." An opinion regarding the constitutionality of this law was obtained, and, acting on that opinion, the members continued to deal in "futures," disregarding the law while regarding the profits. As a result a lawyer named Goodrich, who obtained admission to the trading hall on a visitor's ticket, filed information against thirteen men; and on August 10, 1867, eleven of them were arrested on the charge of gambling. Of course bonds were furnished by the members, but the \$3,000 required for the appearance of Goodrich, as a witness, was not forthcoming, and the law and prosecutor fell into "innocuous desuetude." The next Legislature repealed the useless sections of the act, and trade in "futures" was carried on without the interference of informers or constables. In May, 1867, the Supreme Court quieted the question of the power of the directory to suspend members by sustaining that power; and, like the board itself, ignored the "Warehouse Act," which the appellant's attorney introduced, with the hope of crushing the board generally, if the specific cause should fail.

The increase of the annual assessment to \$35, the character of the Warehouse Act, and the growing cost of membership contributed equally to reduce the number of names on the rolls to 1,224. After the April election of 1868 the assessment was reduced to \$30. The financial condition of the board showed a surplus of \$15,285.58; but the moral condition was not so favorable. "Corners," big and little, marked the year, until at length the directors, by resolution of October 13, threatened members engaging in such fraudulent transactions with expulsion. The resolution was not enforced. The disastrous "corner" which raised the price of wheat to \$2.20 a bushel in June suggested it, but it had little or no effect, for corn, lard and pork corners followed in quick succession, until the first reached \$1.08 a bushel, the second 20½ cents a pound, and the third \$33.25 a barrel. In one case, at least, the Circuit Court

was called upon to decide the validity of the resolution of October, but that court found it valueless in face of existing rules. The board then adopted Rule 13, which in a way offered a measure of hope to the victims of a "corner," but did not discountenance the principle of "corners."

In 1869, a discrimination against No. 2 corn led to an appeal to Rule 13, and ultimately to the courts, but the appellants were defeated on all sides and suspended as members. The sympathy of the board was with the firm, however, and a majority voted for reinstatement, but as that action was in direct opposition to the rules and to the decisions of the directory, that body tendered resignation, and would have resigned had not the members reconsidered their vote. A closer observance of details marked the board's progress, and the membership of 1,287 in April, 1869, increased to 1,342 during the year. The management of elevators was discussed in 1870 and 1871, and in January of the latter year a bill providing for regulating public warehouses was introduced in the State Legislature. This bill became a law, and under it a registrar was appointed, the very nature of whose office made him abhorrent in the eyes of elevator managers and owners. The opening of the office, in August, 1871, was the signal for hostilities. The registrar and inspectors accomplished little for some months. A lucky discovery in the Munn & Scott elevator led to a complete change in affairs, for then it was learned that false floors in bins and other tricks were resorted to so as to deceive the board as to the quantity of grain in store. The revelation made the officials welcome, and insured for them opportunities for inspection.

The number of members enrolled April 3, 1871, was 1,272; the revenue for the year then ended amounted to \$106,804, and the expenditures (which included \$1,931, due on the soldiers' monument), \$104,347. The business of the board, as well as its finances, was in good condition on October 8, 1871, when the great fire rolled on from DeKoven Street, to engulf the Chamber of Commerce, which was seized and destroyed by the flames between the hours of 1 and 2 o'clock on the morning of October 9. The *Evening Journal* of October 9, 1871, announced that the Board of Trade had rooms at 51 and 53 Canal Street, and that a meeting of the directors would be held there at 10 o'clock on Tuesday, the 10th of October. There the directors assembled, while the blaze was exhausting itself north of Fullerton Avenue. From that meeting went forth the voice that promised death to incendiaries, and warned the people to look out for them. The warning came not a moment too soon, as during the day several attempts were made to burn what remained of the city. One of the incendiaries, killed in the act that evening, attempted to set fire to the Holy Family Church on Twelfth Street, but a policeman ended his enterprise forever. Standard Hall was subsequently used as a place of meeting, until quarters were obtained on the southwest corner of Washington and Franklin Streets, and from Standard Hall went out the message to the Chamber of Commerce, asking that body to rebuild at once.

On October 11, 1871, the Chamber of Commerce decided to rebuild, and three days later workmen were engaged in removing the heavy, burning debris of the old temple of trade. On November 6, 1871, the foundation stone was placed and masons and carpenters worked assiduously until the second building was turned over to the Chamber of Commerce, October 8, 1872, who dedicated it the day after, or within a year of the date on which their first house was destroyed. A sum of about \$100,000 of the \$225,000 insurance carried on the old building was recovered. This, with a sum of \$33,346.25 stock subscribed by the Board of Trade and the capital of the Chamber, sufficed to build anew. The old temple varied from its successor of 1872 in the heavy cut quoin stones, which were used in pilaster form for the corner and each side of the central window, above the first band course; Norman windows marked the first and hall floors; square windows the basement, and round windows the mansard roof, two each side of the clock on the north front, and nine on each side of roof, to correspond with the windows of the great hall. The general style was Byzantine, after the Italian idea, or mixed with French roof and Venetian openings. The second building forms eighty feet of the modern Chamber of Commerce, with a new foundation and new superstructure, in all about 200 feet, remodeled in 1888-90 at a cost of \$2,000,000.

The opening of the new building, within a year, was in itself a remarkable testimony to the faith of Chicago's traders and the vitality of Chicago's trade. The destruction of the city, by a hostile fleet and the levy of tribute by the victors, would be only a small thing compared with the losses which that fire of thirty-eight hours' duration entailed; yet the people resumed work before the flames had subsided, and had actually entered on that era of progress which has placed Chicago among the greatest cities in the world. Like the fire which destroyed ten of the fourteen regiones of Rome in the year 64 A. D., and made way for the building of an imperial city by one man, that of 1871 A. D., cleared away an equal area and opened a path for enterprise to a population of 350,000. The Board of Trade led the way, and for the last twenty-three years has been the leader of trade and commerce, pointing out the way to great conquests in trade, on the one hand and to the metropolitanizing of Chicago on the other hand.

There were 1,495 members in April, 1872, many of whom suffered from the "corners" perpetrated that year and were anxious to amend the rules, so as to provide against the ruin of the losing party in a trade. Indeed, a substitute for Section 9 of Rule 1 was adopted, with this philanthropic view; but, in the nature of things, losers continued to be losers, and the old proverb, "Nothing succeeds like success," became the *credo* of the board. In April, 1872, Josiah W. Preston was re-elected president, Charles E. Culver and William N. Brainard, vice-presidents, and Charles Randolph, secretary. The annual meeting was changed from April to January in 1873, the first vice-president of 1872 was elected president, and the second vice-president of 1872 took his place, Howard Priestley succeeding Mr. Brainard.

The new rule also provided that, after 1874, the second vice-president should succeed to the vice-presidency, that five directors should be elected annually to serve for three years, the directory to comprise fifteen members, and that the committees on arbitration and on appeals should comprise ten members each, five of whom should be elected annually, to serve for five years, while the secretary and treasurer were to be appointed annually. The number of members at the close of 1873 was 1,662, who paid a yearly assessment of \$25. The initiation fee was fixed at \$250, being an increase of \$150 on the former entrance fee; a purchase of 400 shares of stock in the Chamber of Commerce for \$35,542 was authorized, and in every way the board emphasized faith in its organization, in the city and in the country. The meeting of the National Board of Trade here, the increase in membership, and the progress of business, as if there were no existing financial depression, were the striking events of the year, if the organization of the Produce Exchange be excepted.

The purchase of 1,050 additional shares of stock in the Chamber of Commerce for the sum of \$96,919.63, the volume and value of trade, and the liberal co-operation of the board with mercantile and banking associations in combating the panic, marked the transactions of 1874. Early in 1875 the initiation fee was fixed at \$1,000, an increase of \$750, but the annual assessment was lowered to \$20. In the face of this heavy fee, the number of members at the beginning of the centennial year was 1,842, and at the beginning of 1877, 1,831. Notwithstanding the sturdy fight made by the board against financial depression, and the fact that Chicago's trade for 1874 was valued at \$575,000,000, many of its members felt the effects of panic; so that the non-payment of the small annual assessment became common in 1877 and 1878. Toward the close of 1878, this board, with its allied trade and banking associations, determined to end the struggle with "hard times," and, through its members, inaugurated building and other enterprises, which soon scattered the clouds that hung over the city, and made Chicago the Mecca for men of enterprise as well as tradesmen. The action of the board was a new lesson in political economy, for it taught capital to be courageous and showed it how to win rewards for courage. The presidents of the board during the panic were: Charles E. Culver, 1873; George M. Haw, 1874; George Armour, 1875; John R. Bensley, 1876; David H. Lincoln, 1877, and N. K. Fairbank, 1878. Charles Randolph was secretary then, as he was from 1869 to 1873, and afterward until 1884.

The building of Central Music Hall marks the return of good times, as it does a distinct period in local architectural ideas. Its completion, in 1879, was the decisive signal to go forward with the arts and industries.

In 1875, when depression was first felt here, there were 249,653 barrels of flour manufactured in Chicago; 2,625,883 barrels received; 24,206,370 bushels of wheat, 28,341,150 bushels of corn, 12,916,428 bushels of oats, 699,583 bushels of rye, and 3,107,297 bushels of barley received here; while the respective receipts for 1879 were,

285,904, 3,369,958, 34,106,109, 64,339,321, 16,660,428, 2,497,340, and 4,936,562. In 1875 there were 920,843 head of cattle and 4,085,122 hogs received, while in 1879 there were 1,215,732 head of cattle and 6,539,344 hogs received. The same ratio of increase obtained in all other departments of trade and commerce, the buoyant spirit of the Board of Trade became contagious, and before the people could fully comprehend the change, they were in the midst of good times, sharing in a great trade revival, the magnitude of which was not conceived by the most sanguine. How much of this new condition is due to the unstringing of capital's money bags, at the bidding of Chicago's congregation of traders, may not be estimated; but that the example of its wealthier members and the spirit of all contributed largely to the revival of trade, cannot be denied. They were the prompters and actors in a heavy drama which ended well.

At the beginning of 1879 there were 1,797 members. In January, 1880, the number was 1,793; but at the beginning of 1881 there were 1,936, notwithstanding the fact that the initiation fee was increased from \$1,000 to \$2,500 in February, and to \$5,000 in October. The question, which should have been decided affirmatively in 1877, that of erecting a modern temple of trade farther south, was delayed until 1881, when a board of real estate managers was created within the Board of Trade, with power to acquire lands and construct a building more in consonance with the ideas of members than the old building. Title to the north half of the square (including the vacation of La Salle Street) bounded by Jackson, Sherman and Van Buren Streets and Pacific Avenue was obtained, and on December 13, 1882, the cornerstone of the present American-Gothic building was placed. Asa Dow was elected president just at the dawn of the revival; John H. Dwight succeeded him in 1880, and Henry W. Rogers, Jr., was elected in 1881, each having served as vice-president. The increase in membership, in itself, was an index to the times as well as to the board, then considered a balance-wheel for trade and a check on national, State and municipal extravagance and mistakes.

In 1882 Ransom W. Dunham was elected president, William E. McHenry, vice-president, and J. Henry French, second vice-president. In the matter of trade the year was not so satisfactory, but in the matter of law it was all the most interested legal adviser of the board could desire. In 1882 and 1883 no less than sixty suits were entered against this corporation, including the petition to nullify the vacation of La Salle Street; the claims of the "bucket shops" for telegraphic communication; the claims of the Chamber of Commerce, and the question of dealing in "futures." The board won at every point, but the expense entailed amounted to \$17,587.80, apart from incidental expenses, which amounted to \$3,266.74, in addition to \$27,978.91 reported for attorneys' fees and court expenses. Notwithstanding all these expenditures, the number of members reported in 1881 was sustained in 1882 and 1883. The McGeoch "lard deal" was one of the events of 1883, but smaller "corners" were

not wanting to supply surprises to the members and, indeed, to the farmers. James B. Hobbs was elected president in 1883; the second vice-president of 1882, under the rule of 1874, became vice-president, and Charles L. Hutchinson took his place. The Board of Trade Clearing House was established, the rules amended to meet modern conditions, and the rough edges of many of the traders polished. The fact that thirty-eight grades of grain were recognized in 1880, ten being winter wheat, seven spring wheat, nine corn, four oats, three rye, and five barley, necessitated a decisive move on the part of the warehouse commissioners, who, on the suggestion of the Board of Trade, adopted new rules for the inspection of grain, in September, 1883.

The election of 1884 resulted in the choice of E. Nelson Blake for president, Charles L. Hutchinson, vice-president, and George T. Smith, second vice-president. Secretary Randolph, who held office from 1869 to 1884, resigned March 1, and on July 1, following, the present popular and able secretary was appointed, while Byron L. Smith was reappointed treasurer. The number of members was 1,933, whose annual dues, increased to \$30 in 1883, were now further increased to \$50. The abolition of the Call Board, the establishment of an afternoon session of the regular board, the organization of the Receivers' Association, and general preparations to evacuate the Chamber of Commerce and take possession of the new temple of trade marked the transactions of the year.

The re-election of Mr. Blake, with George T. Smith vice-president, and James H. Milne, second vice-president; the appointment of Charles S. Fellows assistant to Secretary Stone, and of Orson Smith, treasurer; the increase of the annual assessment to \$75, and the record of a decrease in membership to 1,925, introduced the work of 1885. The dedication of the present building to trade took place May 1, though it was formally opened on April 29. A demonstration by the anarchists was made in front of the temple on the last date, while the members and their guests were feasting within. This building shows a front of $173\frac{3}{4}$ feet on Jackson Street and extends south 225 feet to a broad alley. The central tower, which stood until the summer of 1894, was 303 feet to the top of lantern, and the main building about 140 feet in height, and the office division 160 feet. Fox Island granite is used throughout the exterior. The main entrance shows two heavy square pillars of polished granite, resting on ponderous granite pedestals, and bearing an elaborate entablature. This feature, with the figures of Commerce and Agriculture, are introduced as part of the tower, with fine effect. The ornamentation is not confined to the front, for on each side ægicrania, caryatid and bucranium appear without marked intrusion on the American gothic ideas of the architect. The windows of the great trading hall, the massive marble pillars, and the adaptability of the whole to its uses, made this temple of trade the pride of the city in the eighties. Like the old buildings, it became too small to entertain its guests, and, unlike the old semi-classic structures (which occupied the southeast corner of Washington and La Salle Streets), too heavy to bear itself. Robbing it of

tower and lantern in 1894 gives it the appearance of a plucked peacock or ostrich, destroys its symmetry, and presents an excuse for building farther south a grander house more in keeping with the standing of its enterprising tenants.

The history of the board since the close of 1885 is almost identical with that of the city. It had fought all its important battles, won them before the beginning of 1886, and followed up the victory. The presidents elected annually since January, 1886, are named as follows: A. M. Wright, 1886 and 1887; Charles L. Hutchinson, 1888; William S. Seaverns, 1889; William T. Baker, 1890 and 1891; Charles D. Hamil, 1892 and 1893, and Charles L. Raymond, 1894. The vice-presidents for the period were James H. Milne, George D. Rumsey, William S. Seaverns, George G. Parker, E. W. Bailey, J. G. Steever, J. T. Rawleigh, R. G. Chandler and Milton C. Lightner, each of whom filled the second vice-president's chair, and John M. Fiske, elected in 1894. Within the period the volume of Chicago's trade almost doubled, increasing from \$959,000,000 in 1885 to 1,538,000,000 in 1892, and to \$1,434,700,000 in 1893. The transactions of 1886, while large in volume and value, were unattended with excitable incidents, such apparently being held in reserve for the following year, when the great wheat "corner" and minor schemes furnished them in dramatic form. Membership certificates sold from \$1,950 to \$3,300 each, and in one instance fell as low as \$1,650; speculation was very quiet, but trading, in general, was satisfactory.

The value of Chicago's trade in 1887 was estimated at \$1,103,000,000, being the first in a series of four years that the thousand-million-dollar mark was reached. The wicked wheat corner, which brought ruin to many and ruin and disgrace to those engaged in it, may be said to have begun in December, 1886, and to have burst on June 14, 1887. By April 25, the "Harper corner" was credited with the possession of 45,000,000 bushels of May wheat. Then the operators sold 30,000,000 bushels of that wheat, traded 15,000,000 bushels for June wheat and bought 30,000,000 bushels of June wheat, which was carried at 94¾ cents. Irwin, Green & Co., Rosenfeld & Co. and Kershaw, purchased 1,000,000 bushels a day each for the syndicate, until the "corner" owned 75,000,000 bushels. Then the Texan bulls dumped 1,800,000 bushels on the Harper party and other interests came on to oppose them, the New York banks called in their loans, June wheat fell to 73 cents, and July to 74 cents, and the Harper clique found themselves in a cyclone, which twisted and retwisted them, until a broken skeleton was left. Several Chicago firms were carried down and the avaricious scheme fell under its own weight and imperfections. On August 10, 1894, Irwin, Green & Co. filed a bill in the Cincinnati court asking that the trustee of E. L. Harper pay them \$594,331, the claim being based on margins as purchasers for Harper in that deal.

At the close of 1888 there were 1,919 members enrolled, but the number was increased to 1,923 before the close of January, 1889. The opinion of the Illinois Supreme Court in the matter of official quotations made it obligatory on the board to furnish quotations to all desiring them for lawful purposes on equal terms, but this

opinion did not touch the board's unfriendly relations with the owners of bucket shops, or the status of the suit, "Murphy vs. the Board of Trade." The power of adjournment was placed in two-thirds of the number of directors, but otherwise the rules were not amended. The valuation of the city's business in 1888 was \$1,125,000,000, while in 1889 it reached \$1,177,000,000, exclusive of the retail, hotel, railroad and Sunday business not included in the produce trade, wholesale trade or manufactured goods.

At the beginning of 1890 the annual assessment was \$70 and the membership 1,913. The clearances through the Board of Trade Clearing House amounted to \$86,627,157.25, being an increase of \$31,164,076.50 over the former year. The receipts from assessments, transfers of membership certificates, tickets of admission and other sources of revenue, including \$99,585.46, transferred from the real estate department, amounted to \$266,243.21, and the expenditures to \$262,672.53, including interest on bonds, \$69,443.75, and taxes on real estate, \$20,124.14. The "bucket-shop" question became so serious that the directors withheld quotations from all who were considered illegitimate dealers. Under a ruling of the Supreme Court, to accomplish this, the market quotation department was suspended, if not dissolved, and the telegraph companies, their equipment and operators removed from the trading hall without ceremony. The result, as shown by the revenue of the clearing-house department, was satisfactory, but to the members, individually, something appeared wanting, and that something was the click of telegraph instruments and the presence of their operators on the floor of the hall. In national, State and municipal questions the board, as usual, took an active interest.

The enormous trade of Chicago in 1891, which amounted to \$1,459,000,000, speaks at once of activity in Board of Trade circles and of general prosperity throughout the city. The game of peek-a-boo, played by New York speculators over the wires, was due to their control of the markets and their desire to lash their western rivals while they had the opportunity. The battle against the "bucket shops" dwindled into skirmishing of a most trivial character. The telegraph companies were denied a place on the floor of the trading hall, and quotations were held solely for the use of members. The outside traders, however, had friends on 'Change who signaled the price secrets to them through the windows of the hall. Of course the conspiracy was discovered, and to combat its power the directors ordered the lower half of the windows to be "soaped." This admission that there were traitors in camp and the inability of the officers to fix the guilt on any one caused a revulsion of feeling; a consequent recall of the Western Union, Postal, and Milwaukee Telegraph Companies to the floor and the practical resumption of former methods. At the close of the year there were 1,909 members, the number of transfers being 199.

The year 1892 was one of the most interesting and important in the history of the board. Not only were its members called upon to witness gigantic deals in

"ribs" and "grain," but also to take part in rearing the White City in Jackson Park. The Hatch and Washburn bills were introduced in Congress early in the year, and their friends had some hopes of passing them to the Senate, where they would be favorably received. Before the plan could be carried through, the Chicago board discovered that it was aimed to crush speculation and leave the grain growers at the tender mercy of the great flour millers. Congress adjourned without agreeing to the bills, but their introduction had the effect of stopping the trade in privileges, the directors adopting extreme measures in the matter even going so far as to bring three of its popular members to trial. The trio invoked the courts against the threats of the directory and an injunction was granted, denying the right of the board to discipline its members for such dealings. The fight against the "bucket shops" was carried on in a *laissez faire* manner, as the manipulation of the corn market, in May, by the Coster-Martin clique; of the October short-rib market, by Charles Wright *et al.*, and of the wheat market, by John Lyon *et al.*, interested the directory as well as the members. Some heavy failures followed, not heavy enough, however, to deter other daring operators.

The trade of Chicago for 1893, while showing an aggregate of \$1,561,000 on the returns was really \$126,400,000 less, or \$1,434,700,000, the first figures including the factory value of production, and the wholesale trade of such factories. Were the retail figures of the year and the extraordinary work of hotels, railroads and other industries added, the first figures might be doubled. July and August were disastrous months for many of the big firms on 'Change, there being over twenty failures recorded, though a few "corners" were manipulated successfully in the spring. The collapse of the Cudahy-Wright "corner" left John Cudahy a loser to the extent of \$1,600,000 and "Charlie" Wright to the extent of \$450,000. Pork fell from \$18.75 to \$10.50 a barrel, and lard from \$9.75 to \$5.90. How far this magnificent attempt to control the pork and lard trade of the United States would have been successful, had Mr. Cudahy's brother or the banks stepped into the breach and aided the great packer, is a matter for surmise now, as it was then. The absence of "shorts" was something the operators did not calculate, but withal this, together with the shrewd business enemies arrayed against them, it may be said that were funds attainable, the great corner would have been carried through to a successful issue. A voluntary insurance organization, known as the Mutual Benefit Association, formed within the board, was recommended by the directory as safe and economical. The unusual conditions of trade, the liability of fortunes made to wreck, and the general ups and downs of members, suggested this safeguard, and recommended the association to the thinking members of the board.

The transactions of the Board of Trade Clearing House show the relation of the board to the trade of the city. The clearings for 1888 amounted to \$105,758,106.32; for 1889, \$55,463,080.75; for 1890, \$86,627,157.25; for 1891, \$104,083,529.67; for 1892,

\$69,295,992.62, and for 1893, \$68,707,668.13. The balances ranged from \$24,793,928.86, in 1892, to \$32,430,827.57 in 1891.

The increase in Chicago's trade from \$12,000,000 in 1848, or \$20,000,000 in 1850, to \$1,538,000,000 in 1892, or over 128 times as much as in 1848, is a good measure for the influence of the Board of Trade, a much heavier one than the increase in population from 20,023 in 1848, to 1,900,000 in 1894, or 78.29 times as many warrants for municipal influence. The trade of 1848, which was principally retail, showed an average of about \$600 *per capita*; while the trade of 1894, exclusive of everything outside farm products, products of local manufactories and the wholesale trade, showed a value of \$981 per capita. Were the retail trade included in the total for 1894, it could easily be shown that one atom of the present population is capable of doing the trade of two atoms of forty-six years ago. For this progress no reasonable man can fail to give justice where justice points. The Board of Trade, through its directors and its members, has, undoubtedly, contributed the greater part of that commercial instinct which raised up this city to its enviable position.



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Edw. M. Munn

CHAPTER VI.

TRADE AND COMMERCE.

1778-1847.

IN the first two volumes of this work the locations and descriptions of the pioneer cabins as well as of the first and second forts are given, and something said of the trades of their occupants and of the incidents of pioneer life. In this chapter, Chicago's trade and commerce are particularly considered from their true beginnings in 1832-33, for, of all who were identified with Chicago's trade prior to 1831, one only—Gurdon S. Hubbard—became connected with its mercantile and manufacturing life after it ceased to be a place of mere Indian trade. The evolution of the little trading post into a great commercial city, and the process of development are explained on the same plan as applied in the chapters on manufactures, so that, by history and statistics, the advances in trade and commerce are passed in review, proofs given of the remarkable increase in volume of business, and reasons adduced for greater progress than it has even yet experienced.

The Chicago River was the first, and for years the most important factor in the development of the village. It led north and south to the historic portages, and on that account was more favorable to settlement than the Calumet region. The Desplaines being navigable from its mouth to Mud Lake, and thence to Lake Michigan, in the rainy seasons, it was, necessarily, the route of the Indians, as it became that of the explorers and, subsequently, of the traders. During the summer months the divide between the Chicago and Desplaines was known as the "Portage," over which Indian or Half-breed or courier would carry canoes or provisions en route to or from the Illinois River. For these reasons the route was selected by almost every explorer and traveler who came after Marquette and Joliet, such as Long and Schoolcraft and the millions who followed them. Even the railroad and canal builders of the forties adopted the same general line to Mississippi points and, following the precedent of the majority, talked of and worked along the old highway to the West and Southwest, though the great La Salle preferred the route from the St. Joseph to the Kankakee or from the Calumet to the Desplaines via the Sag and portages. All these facts only prove that the advantages of the river formed the attraction and that at all times and under all circumstances, the locality would be the objective point of western travelers and western traders.

It is said of the French trader that he always selected a natural trading point,

just as moderns say of the Indians, that their camping grounds were always chosen on account of the advantages of location. The presence of men or company had also an attraction for the pioneers, and as they came, one by one, cabins were built within hailing distance of each other, and the nucleus of a city was formed.

It has been said, on the other hand, that the much-abused Chicago River is the primary cause of Chicago. There was another and greater river only a few miles away, nearer to the western trail, and in the direct line of development, with a harbor infinitely superior to that at Chicago. If a river alone were to make a city, the Calumet would undoubtedly have been the victor, instead of its little rival, and the center of Chicago's trade would now be ten miles south of where it is to-day. There were other causes. The river played but a single part in the creation of a great city. In 1798 an officer of United States engineers came here to select the site for a fort, and passed some days in examining the districts at the mouths of the rivers. As an engineer, he was in favor of the lower stream, from his first observation, but, finding near the mouth of the upper river the hospitable, autochthon family of Le Mai, he listened to the logic of its members and reported favorably for Chicago. This report was accepted. At the close of the summer of 1803 a company of United States troops arrived to build a fort on the south bank, near what is now Rush Street bridge, and a question which at one time promised a war of interests, such as existed between New Orleans and Natchez one hundred years before, was settled amicably, South Chicago being left to wait until Chicago would grow down to her.

When Maj. Long, Mr. Keating and others, engaged in the exploratory expedition to St. Peters River, arrived here in 1823, their impressions of the place were most unfavorable. W. H. Keating, the literary man of the party, referring to his visit in the narrative of the expedition, writes as follows:

"We were much disappointed in Chicago and its vicinity. We found nothing in it to justify the eulogium lavished upon this place by a late traveler of 1820, the husband of Waboojeeg's granddaughter, Schoolcraft, *nee* Calcraft. The village presents no cheering prospect, as, notwithstanding its antiquity, it consists of but few huts, inhabited by a miserable race of men, scarcely equal to Indians, from whom they are descended. Their log houses are low and disgusting, displaying not the least comfort. As a place of business it offers no inducement to the settler, for the whole amount of trade on the lake did not exceed the cargoes of five or six schooners, even when the garrison received its supplies from Mackinaw. Even when the banks of the Illinois shall have been covered with a dense population, the intercourse that will be carried on through Chicago will, we think, be at all times a limited one. The dangers attending the navigation of the lake and the scarcity of harbors along the shore must ever prove serious obstacles to the commercial importance of Chicago."

This opinion was given by Maj. Long and expressed by Mr. Keating. What it is worth Chicago, in itself, tells.

Thirty years after the first United States soldiers arrived the question of improving the harbor brought with it some trouble to Le Mai's successors in trade. Jeffer-

son Davis, then a lieutenant of United States engineers, was detached to report upon the claims of the Chicago and Calumet. He did not hesitate to recommend the last-named river, pointing out that it was the only harbor on the whole chain of lakes entitled to any serious consideration from the Government. Stephen A. Douglas was then a friend of the Calumet, but Chicago influences were exercised against the improvement of the lower river, and from 1833 to 1869 the Chicago may be said to have been the sole beneficiary of Congress in this section of Illinois. From these facts it may be deduced that the superior tactics of the men of Chicago influenced Congress, won appropriations and made a river; that the new river, owing to the commercial settlement at its mouth, attracted the commerce of the lakes and outwitted Lewis Benton's enterprise in the ancient Ashkum, or South Chicago, and that, as Chicago grew south to its old rival, the superior river and harbor of Calumet would stand in proof that men made the parent city rather than its river. No one will deny, however, that enterprise made the river a cause, made it a necessity, and covered its banks with stores, factories and grain warehouses. Thus, it was enterprise that made Chicago and transformed a dismal swamp into one of the greatest of the world's cities—the existence of the river and the location of its mouth at the head of the great lakes, where it is the gateway to the prairies and the mountains, recommending it to thinking immigrants of 1775–1831 as they do to these of 1894.

These were the first causes of Chicago's giant interests, which, like the dunes of Michigan, grew from a few grains to hillocks, and thence, into great sandhills. The inhabitants in the summer of 1833 numbered 350, but their number cannot convey an idea of their ambitions or activities after the Indian treaty of September, 1833, was negotiated. One stated that Chicago would show a population of 10,000, in his lifetime; another, that it would reach 50,000, and still another, that 100,000 people would find a home here. Even the prophet of small magnitude was laughed to scorn, and they who had stated the larger and the largest figures were of course, unworthy of credence under any circumstances. Gen. Scott was laughed at, in 1833, for stating that the village would become an important town. Many of that small band of adventurers, who had congregated here and witnessed the last act in the degradation of the aboriginal inhabitants, did not desire immigration, and opposed the ideas of the few who wished to see the village grow into a city. Men, however, came uninvited, measured the possibilities of the place and remained. The very coolness of the reception extended to them sharpened their determination to succeed, and they won places and successes, until they were equal to the most favored autochthon. It was a community of varied characters and conditions, bound by one opinion—the value of the dollar, and by one object—possessing it. There were no social yearnings among the new comers, for the commercial spirit was as strong as the necessity for work was real, and each family lived within and for itself. It was an admixture of a trading people, wanting in all the quiet and romance of the ordinary frontier settlement—its

spinning wheels, quilting bees, and happy meetings, though Mark Beaubien's violin or the first debating society loaned, at times, a spark of true pioneer life to the gatherings of the people.

In groups or in their homes the question was often asked: What brought us here? One who had come from Vermont had set out from the Green Mountains to settle on the horizon, but, after chasing the sun to Chicago, resolved to locate here; others, learning of the river and the fort, gathered their worldly goods and came to establish themselves in trade, while others, still, who set out for the great West, saw enough of its wildness in their journey to this point, and, like the Vermonter, who dreamed of a home on the horizon, halted and settled here.

What prompted them to settle on one of the most uninviting spots along the shores of the great lakes? The simple facts that the French-Canadian traders had been here before, built houses and established trade with the Indians; that the fort was here and a company of soldiers to afford the settlers protection; that the location, being on the trail of the Illinois and Wisconsin tribes at the Portage, and at the south end of the ridge or bluff, between the upper Desplaines and the lake, gave to the nomads a good camping-ground, where wood for fuel, and fish and game for food were found in more abundance than in any other locality along the south shore of Lake Michigan, and that an easy communication via the Desplaines and Illinois Rivers promised to unload at Chicago's door the rich products of the interior after the same should have been settled. At the close of the Seventeenth Century the French explorers and missionaries located some miles south on the eastern trail, but when Guarie, LeMai and Sable arrived they established themselves on the higher land on the north and west banks of the river, where one, at least, resided until the English-speaking pioneers appeared upon the scene. The latter were drawn hither for the reasons given above and by precedent.

They came, generally, from the New England States and saw, at a glance, that an empire, greater than all their conceptions of the country, lay west of Chicago, and that this spot was the natural entrance to a garden which awaited the cultivator. Cautious in the beginning, the manufacturer produced very little and the merchant imported less. Each tried to corner the market in his specialty. The lumber dealer kept not more than 10,000 feet of material and the merchant not more than ten barrels of flour in view. The former sold his boards at from \$60 to \$70 per thousand, the latter, his flour, at \$28 a barrel. They sat down, so to speak, on the Chicago River, and fished up riches before the close of 1833, necessity to deal with them being the rod and bait and the purses of the immigrants, the fish.

Their policy and their success attracted others, and in 1834 many additions were made to the mercantile and manufacturing circles. The arrivals of boats in the river that year numbered 176 against four in the former year, while the tonnage aggregated 5,000 against 700 recorded in 1833. Crowds filled the old Wentworth,

Wolf, Green Tree, Sauganash, Miller's, "The Exchange," and Mansion House Taverns; the price of town lots jumped from \$50 to \$150; trade was brisk in every department and the business outlook satisfactory. The arrivals of steam and sailing vessels in 1835 numbered 250, with a registered tonnage of 22,500, and before the close of the year, the population showed a marked increase as well as the number of business houses and dwellings. In the summer of that year the population was about 3,820. The value of imported goods reached \$325,203.90 or almost \$100 per capita exclusive of the liberal supplies and stocks carried hither by the immigrants and brought in by prairie schooners. Everything was high priced. A quarter of Kinzie's addition, which in 1833 was offered for \$3,500, was valued in 1836 at \$100,000; 202,315.96 acres of public land were sold, hotels and boarding houses sprung up like mushrooms, property changed hands with surprising rapidity, but with all this activity, legitimate mercantile ideas slept, while wild speculation held possession of men's minds.

The first trading post at Chicago was established prior to 1778, by a French Canadian named Guarie, on the west bank of the north branch, where a continuation of Fulton Street would strike the river. The fort, if the stockaded cabin may be called such, was erected shortly after the Pottawattomies selected the site of Chicago for their town. It is supposed that he was a contemporary of Point de Saible, who moved from Fort Chartres, Mo., to Peoria, Ill., and thence to Chicago, built a cabin where is now the corner of Pine and North Water Streets and carried on trade there until 1796, when he sold his interests to Le Mai, who occupied the place until 1804, when John Kinzie purchased the property and brought his family from Michigan to occupy the cabin. William Burnett, whose trading post was at St. Joseph, Mich, was, however, the leading trader of the district from 1786 to 1803-04, and in 1798 had a cabin at Chicago in which he intended to open business if a fort were established by the United States. Kinzie continued Le Mai's trading house until the massacre, and again from June, 1816, until 1825, as an independent trader. In the latter year he was appointed agent of the American Fur Company, to succeed Crafts, a position he held down to the day of his death, September 20, 1828. The establishment of the United States agency in 1804 and its re-establishment in 1816 was no unimportant influence in favor of the place. Late in 1816, Conant & Mack, of Detroit, opened a post here, four miles up the south branch from the fort, placed John Crafts in charge and carried it on until 1822, when the American Fur Company purchased it and the United States Agency store, appointed Crafts agent and reduced their first agent, John B. Beaubien (who was appointed agent in 1818) to the position of sub-agent under Crafts.

John Kinzie was an independent trader down to 1825, having branch houses at Milwaukee, on Rock River, the Illinois and Kankakee, and in what is now Sangamon County, then forming the territory known as La Large. The Southwest Fur

Company, the Montreal Company, and later the American Fur Company were his correspondents, supplying him with goods in return for furs and peltries sold to them. In a letter from Ramsey Crooks, the manager at Mackinac Island, dated July 31, 1817, a letter written by Kinzie on July 4, and the receipt of seventy-three packs are acknowledged. In that letter mention is made of J. B. Beaubien's presence on the island and the purchase from him of skins and furs. It appears that Kinzie shipped a quantity of Indian corn which Crooks refused to sell (sacrifice) until the price would increase above the \$2 a bushel mark, then prevailing. In a letter dated August 15, 1818, the purchase of skins from J. B. Chandonnait is mentioned. This Chandonnait was a clerk in Kinzie's store before the massacre, and during the tragedy rendered excellent service to the whites, saving Mrs. Helm and pointing out the way to others to escape Indian vengeance. After the massacre, he became an independent trader, and, on the recommendation of Kinzie, was outfitted by the American Fur Company. He sold the skins and peltries to Conant & Mack's agent, Crafts, and delayed paying the fur company until it would suit his convenience, thus owing that company in 1819 the sum of \$4,000.

The schooner "Hercules," commanded by Capt. Church, was in the Chicago trade in 1818, for on September 19 of that year there were shipped for Jean Baptiste Beaubien's order to John Kinzie, at Chicago, 8 barrels of flour and 6 barrels or 199½ gallons of whisky; while to Chandonnait were consigned 4 barrels or 144 gallons of whisky and 6 barrels of flour. To Kinzie on the same date and by the same schooner a cask of Madeira was shipped in lieu of port, which was not to be had at Mackinac. A bill of lading for 14 and 12 barrels, consigned as above, was enclosed to Kinzie. In 1819 the schooner "Jackson" was in the lake trade, for in October of that year Crooks asked Kinzie to send him by that boat "a few pieces of good hickory, sufficient to make three or four dozen axe helves," so that with skins and peltries first, flour and whisky second and hickory sticks third, a beginning in trade and commerce was made. It may be mentioned here that Dupin, who came in 1816, Alexander Robinson, 1814, the four Lafromboise brothers, Daniel Bourassa, M. Buisson, J. B. Ponsonneau, W. H. Wallace, John L. Davis, Peter Piche, Jeremy Clermont, Louis Coutras, John K. Clark and Barney Lawton or Bernardus Laughton were well-known traders from 1816 to 1827. It appears also that before the death of Crafts J. B. Beaubien purchased the rights of the American Fur Company to deal with the Indians of this vicinity and that he was practically an independent trader.

On May 4, 1831, George W. Dole landed in Chicago only to find that under the law of Cook County six regularly licensed merchants were here—the Indian traders having been designated merchants March 8, that year.

The merchants then were John Baptiste Beaubien, Madore B. Beaubien, Alexander Robinson, Samuel Miller and Robert A. Kinzie. R. E. Heacock had received a license from the Peoria court in 1830 to keep a tavern below what is now the Bridge-

port country. Bernardus Laughton had a trading house three miles up the south branch from the present Madison Street bridge; Elijah Wentworth kept tavern on the West Side near the forks, almost on the site of old Fort Guarie; Mark Beaubien's tavern, south of the river, near the forks; Samuel Miller's log tavern, on Wolf Point, opposite Beaubien's. Leon Bourassa, whose trading post stood south of Beaubien's tavern, retired from Chicago trade rather than take out a license in 1831, but the arrival of George W. Dole and P. F. W. Peck more than compensated for this defection.

In June, 1831, Mark Beaubien, Oliver Newberry, of Detroit, represented by George W. Dole, and Joseph Laframboise were licensed to sell merchandise, while Brewster, Hogan & Co., Peck, Walker & Co., Joseph Naper and Nicholas Boilvin were subsequently licensed. Peck built a little log house near the fort, to shelter the small stock of goods which he brought with him (not the frame house built late in 1832), and the scene was changed. In 1830 the last voyageurs appeared here with the last Mackinac barge, and the romance of Indian trade gave place to the grim realities of trade and commerce. The "Napoleon," on which the troops were carried hither from Green Bay; the "Telegraph," which entered in July, and the "Marengo," which followed in August, 1831, told Indian, half-breed and Caucasian that a new era was inaugurated.

The prices prevailing here in 1831-33, as shown in the day-books of Newberry & Dole, are quoted as follows: Postage 25 cents, whisky 40 to 50 cents a gallon, corn-meal \$1 a bushel, dried apples \$1.62½ a bushel, apples \$3.50 a barrel, Spanish cigars 25 cents a dozen, brogans \$2 a pair, domestic plaid 18¾ cents a yard, linen cambric \$3.50 a yard, hard bread 12½ cents for five pounds, raisins 25 cents, shot 12½, six-penny nails 12½, and black paint 50 cents a pound, brandy 50, wine 75, and sherry 56¼ cents a quart, Russia duck pantaloons \$1.25, percussion caps 25 cents a hundred, cider 18¾ cents a gallon, colored kid gloves 59 cents a pair, set of cups and saucers 75 cents, barrel S. F. flour \$9, socks 50 and 62½ cents a pair, wolf skins 25, fox skins 75, coon skins 20 to 37½, mink skins 25, muskrat skins 20, otter skins \$4.50 to \$5.50, deer skins 50 cents each, pork \$14 a barrel, blank-book \$1.75, 90 feet of boards \$1.80, salt \$3 a barrel, crackers \$6.50 a barrel, ham 12½ cents a pound, butter 12½ cents a pound, lard 10 cents a pound, meal \$1.25 a bushel, umbrella \$1.50, blue blanket \$6, cook stove \$40 to \$45, pants \$4 to \$6.50 a pair, a horse \$30, 16½ pounds of sole leather \$4.95, a blanket coat \$14, cord of dry wood \$2, 754 feet of lumber at 24 cents, \$14.68, beef \$2.75 a hundred pounds, hogs \$3 a hundred pounds, eggs 14 cents a dozen, candles 19 cents a pound, cheese 12½ cents, loaf sugar 25 cents a pound, buttons 19 cents a dozen, brooms 25 cents each, coffee 25 cents a pound, cloth from \$1.25 to \$5.50 a yard, bar soap 12½ cents a pound, rice 6½ cents, sugar 12½ cents, moccasins 50 cents a pair, champagne \$1.50 a bottle, iron 8½ to 9 cents a pound, powder \$8 a keg, lead 12½ cents a pound, beans \$1.50 a bushel, sperm candles 35 cents a pound, oats 40 to 75 cents a bushel, city lots \$41 to \$55, barrels (sold by A. Clybourne), 87½ cents each, and 1,092

feet of lumber (from Stephen Downall on April 1, 1833,) \$43.68. The Newberry boats then in the Chicago trade were the "Napoleon," "Austerlitz," "La Grange," "Marshal Ney," "Marengo," "Prince Eugene," "Jena," "Detroit" and "A. V. Knickerbocker," all schooners; the brig "Manhattan" and the steamers "Michigan," "Illinois," "Nile," "Michigan 2d" and "Illinois 2d."

In 1832 the Black Hawk War, the cholera, the return of Col. Whistler, the coming of Gen. Scott, the construction of two frame mercantile buildings, and the advance of the immigrants, reaffirmed the truth that the reign of the Indian trader was ended and that of the merchant begun. In October George W. Dole slaughtered 150 head of cattle, which he bought of Charles Reed, of Hickory Creek, at \$2.75 a hundred weight, exclusive of the hides and tallow, which were donated to the butchers. John and Mark Noble were the butchers, and the abattoir was the prairie, where is now the Michigan Boulevard and Madison Street corner. In December of the same year, Dole bought from John Blackstone, a drover, 138 hogs (driven from the Wabash country to Chicago, over the Hubbard trail) at \$3 a hundred pounds. The hogs were killed in rear of Dole's new store (built in October, 1832), which stood on the southeast corner of Water and Dearborn Streets, and packed there for local demand. The cattle formerly packed were shipped to Oliver Newberry, of Detroit. The bill of lading is quoted as follows:

SHIPPED IN GOOD ORDER and well conditioned, by Newberry & Dole, on board the schooner called "Napoleon," whereof is master for the present voyage John Stewart, now lying in the port of Chicago and bound for Detroit. To say: O. Newberry, Detroit, 287 barrels of beef, 14 barrels tallow, 2 barrels bees' wax, 115¾, 94½—210¼ and 152 dry hides weighing 4,659 pounds. Being marked and numbered as in the margin and to be delivered at the port of Detroit in like good order (the dangers of the lakes and rivers to be excepted), unto consignees or to their assignees, he or they paying freight at — per barrel bulk. *In witness whereof*, the master of said vessel hath affirmed to two bills of lading, all of this tenor and date, one of which to be accomplished, the other to stand void.

JOHN STEWART.

Dated CHICAGO, April 17, 1833.

Eight years prior to the date of this shipment of meat, Col. W. S. Hamilton, a son of Alexander Hamilton, brought cattle in the Wabash Valley, which he drove to Chicago, slaughtered, and shipped to Fort Howard for use of the United States garrison. In 1827 hogs were driven into the settlement for Gurdon S. Hubbard, but how he disposed of them has never been related. There was nothing regular about the transactions of Hamilton and Hubbard, no more than would attach to a farmer who would buy and kill cattle for the use of a temporary garrison in his neighborhood, or purchase and kill hogs for his own and neighbors' uses. Hubbard left the service of the American Fur Company in 1827, established his trading post at Watseca, introduced the caravan as an aid to the voyageur, established the Hubbard trail and traded all kinds of goods for the produce of the chase and farm, until 1833, when he adopted the modern commercial system.

The treaty of September 26, 1833, was the *coup de grace* for Pottawattamie and Indian trader. It was carried out with all the dignity of a stage coach robbery. There were 5,000 Indians—here the commissioners and their retinue, there the United States troops—here, the savages, there the vampires, or shylocks, waiting to seize the flesh and blood which the treaty might leave to the poor savages. The foolishness of Black Hawk in making war against the new barbarians made the path of the treaty commissioners smooth. Aided by whisky they crushed the spirit of the aborigines, and won a legal title to their hunting grounds.

Out of the nominal price paid for the Indian lands, the sum of \$175,000 was distributed among many who filed claims against the savages. The early Chicagoans who were beneficiaries are named as follows: Brewster, Hogan & Co., \$343; John S. C. Hogan, \$50; R. E. Heacock, \$100; David McKee, \$180; John Mann, \$200; James Walker, \$200; John Blackstone, \$100; Geo. W. Dole, \$133; Joseph Porthier, \$200; Robert A. Kinzie, \$1,216; C. H. Chapman, \$30; James Kinzie, \$300; Gurdon S. Hubbard, \$125; B. B. Kercheval, \$1,500; Mark Beaubien, \$500; Dr. W. Brown, \$40; John Wright, \$15; James Galloway, \$200; M. B. Beaubien, \$400; Tyler K. Blodgett, \$50; David Bailey, \$50; Maria Kercheval, \$3,000; John H. Kinzie, \$5,000; Ellen M. Wolcott, \$5,000; Maria Hunter, \$5,000; Robert A. Kinzie, \$5,000; Antoine Ouilmette, \$800; John B. Chandonnait, \$2,500; Nicholas Boilvin, \$350; Archibald Clybourne, \$200; James Abbott, agent of American Fur Company, \$2,300; Robert Stewart, agent of same company, \$17,000; Samuel Miller, \$100; Jean B. Beaubien, \$250; Laframboise & Bourassa, \$1,300; John K. Clark, \$400; Bernardus H. Laughton, \$1,000, and Charles Reed, \$200. From another fund, John and Mark Noble received \$180; James Kinzie, \$5,000; Billy Caldwell (Shawwawnassee), \$5,000; Alexander Robinson (Chechepingua), \$5,000, and Rev. Jesse Walker, \$1,500. When the treaty was presented to the United States senators they reduced Robinson's and Caldwell's blood money to \$5,000 each, and were inclined to cast out the fur company's claims and other claims as fictitious. In the distribution of the \$275,000, it may be said that \$200,000, which should be secured for Indian uses, were squandered, with the connivance of the commissioners, in this free-for-all scramble. This distribution of money had no small effect on the business of the village. It made capital for many, and led to an extension of trade and increase of merchants and tradesmen.

After the treaty, and before the close of 1833, there were established here the following named dealers: George W. Dole, P. F. W. Peck, J. B. Beaubien, Madore W. Beaubien, John Kinzie, Robert A. Kinzie, John S. C. Hogan (postmaster), and John Wright, merchants; Peter Pruyne and Philo Carpenter, druggists; David Carver, lumber merchant; E. H. Mulford, watchmaker; John Miller and Benjamin Hall, tanners; John Bates, Jr., auctioneer and assistant postmaster; Augustin D. Taylor, contractor; Tyler K. Blodgett, brickmaker; John Calhoun, Oscar Pratt and G. Beckford, printers; Lemuel Brown, blacksmith; Archibald Clybourne, butcher;

Nelson R. Norton, ship carpenter, and Alanson Sweet, carpenter, who built the first Tremont House, in 1832-33; Major Handy, bricklayer; Ashbel Steele, plasterer; Samuel Miller, tavern-keeper; Gholson Kercheval, clerk and United States agent; Henry S. Lampman, brickmaker; Joseph Meeker, carpenter; Dexter Graves, landlord of the Mansion House; David Clock, of Kinzie's Green Tree Tavern; Richard J. Hamilton, clerk; Mark Beaubien, of the Sauganash; Chester Ingersol, of the Traveler's Home, formerly Caldwell & Wentworth's Wolf Point Tavern; Dr. John T. Temple, whose house was for school, church and boarding-house purposes, and Mrs. Rufus Brown's boarding-house. Dr. Temple was also mail carrier from Chicago to Fort Howard; Jabez K. Botsford was known as a capitalist and speculator; Elston & Woodruff, soap and candle makers; Mathias Mason, Rev. W. See, Asahel Pierce and Clement Stose, blacksmiths, with visitors, such as William B. Ogden, who may be classed as professional men and laborers, making up with their families, at Christmas time, a population of 250 souls, exclusive of troops and Indians. It is unnecessary to name the accessions to the business circle of the village in 1834 and 1835. A branch of the State Bank was established here in December. On August 15, 1835, there were 50 business concerns or stores, 8 taverns, 1 brewery, 1 steam saw mill, 1 furnace (nearly complete), 2 printing-offices, 2 bookstores, 4 forwarding or commission houses, and 25 workshops in existence.

In 1836 the Steele block on Lake Street, the Harmon and Loomis buildings on South Water Street, a steam flouring-mill, a dozen of four-story brick buildings, about twenty large frame buildings and a large number of frame dwelling-houses, all mentioned elsewhere in former volumes, were here; while in 1837 the number of dry goods stores was 29; of hardware stores, 5; of drug stores, 3; of general grocery and provision stores, 19; of groceries, 26; of taverns, 10, and of warehouses, 4. With this mercantile exhibit were 398 dwellings and a number of mechanics' shops. During the year ending November 19, 1836, there were \$1,000,000 worth of merchandise sold here, the prices of staple goods being as follows: Flour, \$12 a barrel; pork, \$25 to \$28; butter, 38 to 50 cents a pound; beef, 8 cents a pound; potatoes, 50 to 75 cents a bushel, and hogs, 10 to 12½ cents a pound. Dry goods, notions, hardware, furniture, etc., had to be imported from New York via the Erie canal and lakes, the time being about twenty-seven days, though in July of 1836 the brig "Indiana" made the trip from New York in seventeen and one-half days. From the opening of navigation on April 18, to December 1, that year, 49 steamboats, 10 ships, 26 brigs, 363 schooners and 8 sloops entered the river. The imports of the year were valued at \$325,203.90, against \$1,000.64 worth of hides, the stated value of exports. The exportation of \$10,000 worth of hides by Walker & Co. and \$1,000 worth of beef by Absalom Funk in 1837, as well as the receipt of \$373,667.12 worth of eastern goods, showed that the panic had not entirely stopped the wheels of progress, though it threatened to undo the advances of the four previous years. The opening of the Chicago Marine and Fire Insurance Company's Bank was a peculiarity of the year.

The effects of the period of depression were made clear in 1838, when the population decreased to about 4,000; but the volume of trade increased: Walker & Co. exported hides valued at \$25,000, together with 39 bags, or 78 bushels, of wheat, worth \$44.75, shipped on Great Western to Buffalo; while Absalom Funk, the butcher of North Water and State Streets, who shipped some meats the year before, repeated the venture, the value of his shipment being \$1,000. Against this, goods valued at \$579,174.61 were imported. The village trembled under the effects of the panic, but the sagacity of its citizens pointed it out as the nucleus of the great central city of North America and the spot where the "star of empire" focused its rays.

The village boasted of 4,200 inhabitants in the summer of 1839. The *American*, the first daily paper, was issued in April of that year. No less than \$630,980.26 worth of goods were imported, while the goods said to be exported, amounting to \$35,843, included 43,695 bushels of wheat, with a small lot of corn and flour by Giles Williams & Co.; \$15,000 worth of hides by Walker & Co.; \$2,063 worth of flour by John Gage; \$10,000 worth of pork, lard and beef by Payne & Norton; \$1,000 worth of meat by Absalom Funk; 3,678 bushels of wheat by Newberry & Dole, and \$1,000 worth of groceries, hardware and dry goods by C. McDonnell. The hides and grain were really the only articles shipped to eastern markets (Walker & Co. sending a consignment to Otsego County, N. Y.), the other goods being sold to immigrants or to the new merchants north and west of Chicago.

The growth of opinions favorable to the new town was very marked at that time. Gen. H. A. S. Dearborn, who visited the post in 1839, wrote on board the steamboat "Constellation" a letter, from which the following is an extract, to the State secretary of Massachusetts, under date of June 2, 1839:

"But Chicago is destined to be a mighty entrepôt for an immense region of country; for when the steamboat canal shall be finished from that harbor to the foot of the rapids of the Illinois, a water communication will be opened thence to New Orleans, the Falls of St. Anthony, and by the Missouri and its numerous branches to the banks of the Rocky Mountains, while the lakes and the Erie Canal, with the St. Lawrence, unite the rising queen of the most western of the American Caspians with the Atlantic ports. The extent of our interior commerce cannot be fully appreciated without an actual examination of the vast region of country which it now does and soon will include. Here I now am, 1,800 miles from the Massachusetts Bay, on board of a steamship of 500 tons burden, out of sight of land, in one of the four magnificent lakes that wash the northern boundary of the Republic. The "Illinois," in which I went from Buffalo to Chicago, and the "Great Western," which we have just passed, are each over 700 tons, and are real floating hotels of the Tremont or Astor House character."

The letters of the immigrants were equally enthusiastic, and with those of visitors exerted no small influence in attracting to this spot business men, and to the adjacent country a good class of agriculturalists. The second shipment of grain was made in 1839, from Newberry & Dole's elevator at the foot of Rush Street. Delivered by

prairie schooners, the grain was hoisted by rope to the top floor, whence it was "bucketed" into a chute, leading to the deck of the steamer or schooner chartered to carry it. Though primitive, this ancient grain elevator won renown for the town of 1839, and had no small share in establishing Chicago's pre-eminence in the grain trade.

The publication of the *Daily Chicago American* by William Stewart, April 9, 1839, gave to Illinois her first daily newspaper, and to Chicago an advertising medium of inestimable value, as well as a proof of her vitality. On April 7, 1840, Charles N. Holcomb, a printer, and Edward G. Ryan, later chief justice of Wisconsin, issued the first *Tribune* in the United States. The two commercial ventures formed an index to the times and were true signals of advance. When the *Daily American* was issued a journey to St. Louis occupied about three days, *i. e.*, twenty-four hours by stage from Chicago to Peru, 96 miles, the fare being \$8, and forty-eight hours by boat from Peru to St. Louis, 300 miles, the fare being \$8. An uninterrupted journey to New York required five and one-third days, *i. e.*, eighty hours Chicago to Buffalo, twenty-four hours Buffalo to Albany, and twenty-four hours Albany to New York. The rates to Buffalo for cabin passengers was \$20, for steerage passengers \$10, and for freight from 62½ to 87½ cents per 100 pounds, while the canal rates from Buffalo to New York were of equal amount. In the face of such extraordinary exorbitant charges the people of the eastern States flocked to Chicago; the merchants of Chicago imported and shipped goods without much regard to freight charges, and on all sides men were thankful that no longer were they compelled to travel over land.

The commercial transactions of 1840 were large, compared with former years. The value of exports reached \$228,635.74, or four times as much as the aggregate value of exports for 1836, 1837, 1838 and 1839; while the value of imports fell about \$17,000 below 1838, and about \$60,000 below that of 1839. The population increased to 4,479, a market house was completed and opened, and in every corner of the village big and little manufacturers and traders appeared to be vigorous and earnest. The exporters and exports of the year are detailed as follows: C. Walker & Co., hides and wheat, \$185,000; Giles Williams & Co., wheat, corn, flour, pork, hams, beef and tallow, \$5,280; Church & Selden, white beans, \$50; L. Lynd & Co., flour, salt and pork, \$180; C. McDonnell, dry goods, \$1,000; B. W. Raymond, flour, wool, pork, wheat and beans, \$3,000; S. B. Collins, lead, \$130; John Gage, flour, \$626; Crawford & Harvey, wheat, \$1,552; Bristol & Porter, wheat, \$10,120; John Finnerts, hides and furs, \$2,000; Paine & Norton, pork, beef and lard, \$6,700; H. C. Stone, wheat, flaxseed and beans, \$2,271; Gurnee & Mathson, hides and furs, \$9,454, and Absalom Funk, beef and pork, \$1,500.

Toward the middle of the summer of 1841 the population was estimated at 5,752. The hope of finishing the Illinois and Michigan Canal within the ensuing year was entertained, and citizens were filled with faith in the possibilities of their town. The exports of the year amounted to \$100,000 more than in 1840, while the imports only

exceeded in value those of the former year by little over \$2,000. Orren Sherman and Nathaniel Pitkin, as well as Eri Reynolds, entered the meat-packing arena. Stock-growers and farmers were sending in their products to the packing houses, and the millers and manufacturers realized that they could meet the local demand for flour and meat products and still make a good showing as exporters; merchants were satisfied with the condition of trade, and all looked to 1842 as the year when exports would equal imports.

The passage of the bankrupt law by Congress was hailed as a relief; the improvement in banking methods was a boon, for which the people waited many years. Altogether, the conditions of the new West were favorable to the growth of the town, for men learned from the experiences of 1837 the dangers of expansion with borrowed moneys, and now aimed to hold their enterprises in check, merely allowing them to grow with the population. The number of inhabitants in the summer of 1842 was estimated at 6,248, the value of imports at \$664,347.88, and of exports, according to the *Journal*, \$659,305.20. At the beginning of the year the lowest point of hope for its future was reached, but toward the close of spring the people felt that Chicago's star would ascend and show the way out of depression's ruts. The exports for 1842 were as follows:

Wheat, 586,907 bushels; corn, 35,358 bushels; oats, 53,486 bushels; peas, 484 bushels; barley, 1,090 bushels; flaxseed, 750 bushels; hides, 6,947; brooms, 5,587; furs and peltries, 446 packs; flour, 2,920 barrels; beef, 762 barrels; pork and hams, 15,447 barrels; fish, 915 barrels; lard, 367,200 pounds; tallow, 151,300 pounds; soap, 2,400 pounds; candles, 500 pounds; tobacco, 3,000 pounds; butter, 24,200 pounds; wool (first shipment), 1,500 pounds; maple sugar, 4,500 pounds; lead, 59,990 pounds; feathers, 2,409 pounds.

The population jumped to 7,580 in 1843, and the old fogies who were accustomed to decry progress were compelled to acknowledge that the town was advancing a little. Immigrants arrived and departed every day, leaving a few recruits for the local industrial army. The merchants and manufacturers were unprepared for the troops of homeseekers when the spring sun looked over the prairies, and so had to resort to the system of importations, against which they had set their seals of disapproval a short time before. Goods valued at \$971,849.75 were received; but the true value, estimated by the commercial editor of the *Journal*, amounted to \$1,433,866, while the exports were valued at \$1,008,207. The year 1843 may be considered the beginning of the end of primitiveness in trading and manufacturing methods. As a damp, misty day robs the great dry goods stores of their fairer customers, so did the roads, in unfair weather, rob Chicago of its supplies. This was evident, when it was customary to see 700 teams or prairie schooners pass and repass a given point, going to and returning from Chicago, in dry weather, and not one in wet weather. Other interesting faults were reviewed and a disposition shown to remedy them, but nothing was

accomplished that year beyond an attempt to construct a plank road on Lake Street, from the river to Wabash Avenue.

The manufacturers and traders received a lesson on the effects of bad roads in 1843. They knew the cause already, and in 1844 began to apply remedies. Milwaukee was winning a good deal of wet weather trade, and Chicagoans determined to build plank roads to divert it. At the same time the manufacturing idea was developed; several new industries were brought into existence, and the town assumed business airs, which compared, in a manner, with those of New York, after the Astors had ceased to scrape hides before the door of the ancestral cabin.

In the annals of this city shipments of 1,500 pounds of wool in 1842, of 22,050 pounds of wool in 1843, and of 96,635 pounds in 1844, are recorded, but whether the fleecy stuff was forwarded to Joliet or New York no one can now tell. The lake trade was represented by 17 steamboats, 10 propellers, 1 barque, 35 brigs, 2 sloops and 115 schooners, or a total of 166, of which 42 were engaged solely in the Lake Michigan trade, the arrivals from the opening of navigation to August 30 numbering 710 craft. In August of 1844 the best winter wheat sold for 58 cents. On September 2, though the market was bare of produce on account of roads making the town inaccessible to farmers, wheat fell to 56 cents and oats to 20 cents. The merchants preferred to wait for dry weather trade and the new crop which would come in as soon as the roads would be passable. Pork was actually imported and was retailed at \$10 a barrel; while wheat fell to about 45 cents (on the authority of the *Journal*) a bushel.

The imports, reported in 1844, amounted to \$1,686,416, and the exports to \$785,504.20. The difference between 1843 and 1844 in this latter item was occasioned not so much by the extraordinary activity in the packing industry during 1843 as by the lack of raw material in 1844. Again, the establishment of large hardware, grocery, dry goods and miscellaneous businesses here in 1844 led to a marked increase in the volume of imports and, in addition to this, the aim of eastern manufacturers and merchants and the policy of the owners of the new lake fleet was to dump everything, good as well as bad, at or near the mouth of the Chicago River. The population jumped to 8,000, but the *Journal* credits 10,170, all commercial in ambition. The low price of imported goods, particularly of smuggled goods, militated against the rise of the manufacturing idea. The builders of the 600 houses erected here that year had only to use very small quantities of material manufactured here, outside the meat and flour for food. The smuggler supplied the building trades with whisky, nails, tools and sundry other necessities; the East supplied them with groceries and clothes, and thus they lived on, receiving very small pay and expending it for cheap imported goods, to the detriment of local industries.

With high prices for meat products and low prices for grain, bad roads and uncertainties of trade, the citizens appear to have been satisfied. The *Journal*, in its references to the spring and summer trade of the year and to the general advances made,

said: "Let any one look back at what Chicago has done in the last ten years, without facilities of any kind, and dare to predict what she will be ten years hence, when the trade of hundreds of miles of navigation will pour into her lap to be put in direct communication with Europe. Chicago has hitherto not been a port of entry, a fact which has contributed to her growth, because Illinois has been supplied with smuggled goods to a very great extent, in consequence of the laws protecting our manufactures." It must not be taken for granted from this that a customs officer was not on the scene, for Chicago was a port of delivery prior to July 16, 1846, when it was created a port of entry; but it may be assumed that smuggling from Canada was a daily practice during the months of navigation, and that English and Canadian goods were introduced here in large quantities without a nickel being paid as duty. The ethics of the buyers taught the principles of keeping mouths closed and eyes opened in transactions with the smugglers, just as the old merchants of New Orleans used to deal with Lafitte's pirates. They grew rich on the trade and used smuggled goods with as much *sang-froid* as they would a postal stamp, which passed through the postoffice uncanceled. The establishment of the wholesale hardware trade, by William Blair, must be credited to 1844, as also the transformation of the old City Hotel into the Sherman House.

The population in 1845 was 12,088; the imports, \$2,043,445.73, and the exports, \$1,543,519.85. Twenty-two years had passed since Maj. Stephen H. Long spoke slightly of the location. He lived to see the libel set aside by every evidence that man could demand, for in 1845 was not the first permanent school building erected on Dearborn Street, the first German newspaper printed here, and the first chair factory established? It was a very precocious town, indeed, when the people ceased importing chairs and supported a chair factory. It made wonderful strides in eighteen years—enough to surprise the Major, who said such hard things, and enough to influence the building of a canal and railroads. The exports for the year are enumerated as follows:

Wheat, 956,860 bushels; flour, 13,752 barrels; corn, 2,790 bushels; oats, 5,900 bushels; beef, 6,199 barrels; pork, 7,079 barrels; fish, 878 barrels; butter, 25,945 pounds; feathers, 7,332 pounds; corn meal, 178 pounds; raw hemp, 2,800 pounds; potatoes, 500 bushels; buckwheat, 1 bushel; tallow, 1,000 pounds; lard, 66,220 pounds; lard oil, 300 gallons; soap, 150 boxes; candles, 961 boxes; beeswax 5,174 pounds; neatsfoot, 2 barrels; wool, 216,616 pounds; hides, 12,256 number; skins, 2,821 number; pelts, 2,199 number; pelts, 75 bundles; furs, 200 packages; furs, 6 casks; tobacco, 52,425 pounds; buffalo robes, 1 bale; horns, 32 hogsheads; brooms, 666 dozen; prairie birds stuffed, 25 boxes; rags, 7,446 pounds; onion seed, 104 pounds; grass seed, 591 bushels; mustard seed, 32 bushels; hempseed, 1 barrel; ginseng, 3,830 pounds; snake root, 140 pounds; tongues, 4,400 pounds; hams, 22,926 pounds; black walnut, 500 feet; leather, 2,860 pounds; venison, 353 pounds; stearine, 8,839 pounds; shot, 600 pounds; lead, 600 pounds; beans, 22 bushels; hay, 227 tons; cranberries, 125 bushels.

The year is noticeable for the beginning of the wholesale dry-goods business by Hamilton & Day, and the first shipment of hardwood lumber.

The population, in 1846, was estimated at 14,169. It was a slab city. The inhabitants lived principally south of Lake and north of Monroe Street, with odd dwellings as far east as Michigan, as far west as Halstead, and as far south as Van Buren Street. South Water and Lake Streets were the business thoroughfares. Vandercook's Phenix Foundry was established, and stoves known as Queen of the Prairie produced. There were not as many bricks used in buildings down to the close of that year, as are in the old or northern part of the Monadnock block; there were no paved streets—nothing to show an advanced civilization. The almighty dollar appeared to be the god which received the greatest homage; trade was rampant; imports fell to \$2,027,150, and exports rose to \$1,813,468; smuggling was ostracised, after it was made impracticable (just as the Louisiana Lottery was condemned after the United States declared it unworthy of postal facilities); the place was established as a port of entry, but the small sum of \$14.10 only, was received by the collector, as duty on foreign goods; yet the total value of imports was \$2,027,150—dry-goods being valued at \$767,305; groceries, \$424,657; hardware, \$320,850, and boots and shoes, \$94,930. The exports for the year 1846 are shown in the following list:

Wheat, 1,459,594 bushels; oats, 52,113 bushels; corn, 11,947 bushels; hemp, 4,517 pounds; tobacco, 28,287 pounds; wool, 281,222 pounds; ham and bacon, 238,216 pounds; dried beef, 11,000 pounds; beef and pork, 31,224 barrels; lard and tallow, 1,835 barrels; butter, 3,905 pounds; candles, 810 boxes; raw furs, 37,514 pounds; brooms 896 dozen; flour, 28,045 barrels; tongues, 100½ barrels; oil, 3,600 gallons; hay, 130 tons; beeswax, 3,560 pounds; ginseng, 6,800 pounds; lead, 10,895 pounds; cranberries, 529 barrels; fish, 352 barrels; hides and leather, \$24,685 value; furniture, \$9,000 value.

During the year of navigation 1,393 vessels entered, and 1,386 left the port. The tonnage was 44,945, and the number of men employed, 1,628.

The year 1847 may be looked upon as the close of the primitive era in trade and manufactures. The town had recovered entirely from the diseases of 1837 and subsequent periods of depression, and was now a sturdy, vigorous, ambitious youngster, struggling like a colt to go forward, but never balking like that uncertain animal. On July 5, the great River and Harbor Convention assembled here; men from all parts of the United States and Canada met to discuss the question of connecting the Gulf of Mexico with the Gulf of St. Lawrence, by means of canals from the Mississippi to Lake Michigan and from Lake Erie to Lake Ontario. The great majority of the delegates saw Chicago for the first time, and measured its possibilities aright. The population, at that time, was 16,859, but, after the convention adjourned and the atoms of the community digested all the great prophecies, the townspeople felt that they were 50,000 strong. They were entrenched in a spot to which no invader could penetrate in rainy weather, save by sailboat or steamer; for the roads within and

without its boundaries, were yet unimproved, and were bottomless in times of rain. The imports for the year were valued at \$2,641,852.52, and the exports at \$2,296,299; 11,469 hogs were packed, and a large number of cattle butchered. The manufacture of the McCormick reaping machine was commenced here this year, 700 reapers being produced; manufacturing ideas expanded; Wadsworth & Cooley established the second wholesale dry goods house, and a new era for Chicago was about to begin. The value of imports and exports at the port of Chicago from 1836 to 1847, inclusive; are given as follows:

YEAR.	Imports.	Exports.	YEAR.	Imports.	Exports.
1836.....	\$ 325,203.90	\$ 1,000.64	1842.....	\$ 604,347.88	\$ 659,305.20
1837.....	373,657.12	11,065.00	1843.....	971,849.75	682,210.85
1838.....	579,174.61	16,042.75	1844.....	1,686,416.00	785,504.23
1839.....	630,980.26	33,843.00	1845.....	2,043,445.73	1,543,519.85
1840.....	562,106.26	228,635.74	1846.....	2,027,150.00	1,813,468.00
1841.....	564,347.88	348,862.24	1847.....	2,641,852.52	2,296,299.00

To point out more clearly the trade relations of Chicago in 1847 to competing cities, the following tables are made a part of this record:

	Exports.	Imports.		Exports.	Imports.
Cleveland.....	\$9,033,155	\$4,505,093	Huron.....	\$2,291,010	\$.....
Detroit.....	3,883,318	4,020,509	Monroe.....	1,139,476	817,012
Toledo.....	3,848,248	4,033,985	St. Joseph.....	833,917	517,056
Sandusky.....	3,438,530	7,147,261	Milwaukee.....	750,000	1,500,000
Chicago.....	2,296,299	2,641,852			

WHEAT EXPORTED.

Cleveland.....	2,708,513	Milwaukee.....	598,011
Chicago.....	1,974,304	Michigan City.....	520,647
Sandusky.....	1,818,574	Monroe.....	222,596
Huron.....	1,585,800	Detroit.....	202,055
Toledo.....	1,154,205	St. Joseph.....	150,617

FLOUR (BARRELS) EXPORTED.

Cleveland.....	734,745	St. Joseph.....	125,843
Detroit.....	614,707	Sandusky.....	133,000
Toledo.....	164,219	Milwaukee.....	34,040
Monroe.....	156,829	Chicago.....	32,598

CORN, RYE AND OATS (BUSHELS) EXPORTED.

Toledo.....	1,494,662	Chicago.....	67,315
Cleveland.....	1,481,765	Detroit.....	14,088
Sandusky.....	312,265	St. Joseph.....	5,918
Huron.....	111,144	Monroe.....	2,973
Michigan City.....	96,487	Milwaukee.....	Not given

BEEF AND PORK (BARRELS) EXPORTED.

Chicago.....	48,920	Michigan City.....	3,033
Cleveland.....	32,793	Huron.....	2,614
Toledo.....	21,811	St. Joseph.....	2,088
Sandusky.....	10,700	Milwaukee.....	917

BACON AND HAMS (POUNDS) EXPORTED.

Toledo.....	3,411,132	Sandusky.....	36,958
Cleveland.....	819,900	Detroit.....	23,916
Chicago.....	47,298		

POUNDS OF LARD EXPORTED.

Toledo.....	4,214,861	Sandusky.....	293,750
Cleveland.....	484,160	Chicago.....	139,069

POUNDS OF TALLOW EXPORTED.

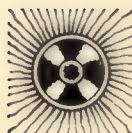
Sandusky.....	601,250	Toledo	95,317
Chicago	208,435	Huron	20,602
Cleveland.....	140,100	Monroe.....	2,630

POUNDS OF BUTTER EXPORTED.

Sandusky.....	946,400	Monroe.....	27,768
Cleveland	917,090	St. Joseph.....	6,600
Toledo	374,889	Huron	2,704
Chicago	47,389		

The foreign goods received on which duty was paid, were 256¼ cords of firewood, 2 barrels of peaches and 1 saddle, all valued at \$1,182.90, on which \$768.13 duty was paid.

Such was the commercial standing of Chicago in the days before her first canal and railroad were completed—last among competing cities in everything save enterprise and the determination to become great.



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Philip S. Ammons

CHAPTER VII.

TRADE AND ENTERPRISE.

1848-1894.

THE arrival of the "General Fry" towed by the propeller "A. Rossiter," from Lockport, on April 10, 1848, and the dedication of the Illinois and Michigan Canal on April 16, were evidences of great things accomplished and of greater moment to Chicagoans of that day than the completion of a canal from Chicago to New York would be to the people of the present time. Though the time to Peru was reduced only four hours, the fare was reduced to \$4, which included meals and berth. The stage coach was compelled to quicken time and reduce fares, while travel to the Illinois Valley was made agreeable and the transfer of farm products to Chicago practicable. It was only one step in the evolution of commerce—an expensive one, truly, but in keeping with the advanced ideas of enterprise even then prevailing here. How far the railroad ventures of 1848-52 are indebted to the canal builders for their conception may never be calculated, but it remains a fact, that the pioneer railroaders did not begin work on the Galena & Chicago Union road until the canal was open, nor did the Illinois Central, the Michigan Central, the Pennsylvania, the Michigan Southern and the Rock Island venture into the prairie city until their builders witnessed the first successes of the canal. It was the beacon light of enterprise and a factor in the making of Chicago, the influence of which can never be overestimated.

On the evening of January 15, 1848, the first telegraph message between Chicago and Milwaukee was sent and an answer received—the message and reply being as follows: "J. J. Speed's respects to the intelligent, liberal, hospitable people of Milwaukee. Long may their noble city be as now, the pride of the lakes and the home of enterprise, prosperity and happiness." The answer came immediately: "The people of Milwaukee thank Col. Speed for his friendly salutation and for the manner in which he sends it. Milwaukee tenders to Chicago the right hand of friendship—once united may they never be divided." In April the line to Detroit was opened, and in June the O'Rielly lines to the Southwest were declared ready for business. In June, also, the first work on the Galena & Chicago Union Railroad was performed at the corner of Kinzie and Halsted Streets. On October 10, the locomotive known as * "The Pioneer," was received by Redmond Prindiville and others, and by November 1,

*At the World's Fair in 1893 this locomotive, weighing 8,072 pounds and with but six wheels, was placed on exhibition in the Transportation building by the North-Western Railroad, where it excited much interest.

this engine, with its train of six second-hand freight cars, was making regular trips to Cottage Hill, ten miles westward. For some days prior to that the train was used for construction purposes. On October 31 the crew relieved a "stuck" prairie schooner of its wheat cargo and took the wheat into the city, being the first importation by rail. A week later thirty prairie schooners were moored on the bank of the Desplaines, waiting railroad facilities for the shipment of grain and other farm products to the city. On November 21 freight traffic was regularly inaugurated; the directors of the road were jubilant, and the citizens would leave their counters and work-benches to see the little "Pioneer" leave and arrive. The *Tribune* was revived; the first telegraph office (O'Rielly's line) was opened, and the first stockyards established on Madison Street and Ashland Avenue. The receipts of 32,118,215 feet of lumber, 12,000,000 shingles, 6,000,000 lath, with proportionate quantities of grain and produce; the extraordinary increase in importations of hardware, dry goods and groceries, and an equally extraordinary growth of the exportations, marked the summer, fall and winter of 1848 and made it, indeed, a red-letter year.

The exports of Chicago for the year 1848 are named in the following table:

Wheat, 1,680,855 bushels; corn, 330,741 bushels; oats, 12,500 bushels; potatoes, 7,909 bushels; flour, 29,970 barrels; beans, 727 barrels; beef, 3,536 tierces; beef, 16,129 barrels; pork, 12,588 barrels; tallow, 5,228 barrels; tallow, 224 tierces; hams, 1,878 barrels; hams, 127 tierces; hams, 43 hogsheads; bacon, 44 hogsheads; bacon, 81 tierces; bacon, 167 barrels; sugar, 68 hogsheads; sugar, 2,535 barrels; molasses, 2 hogsheads; molasses, 42 barrels; fish, 1,090 barrels; salt, 892 barrels; whisky, 128 barrels; high wines, 195 barrels; flaxseed, 143 barrels; apples, 10 barrels; butter, 345 kegs; cheese, 25 boxes; oil, 44 barrels; water lime, 105 barrels; candles, 22 boxes; soap, 602 boxes; bones, 107 hogsheads; wool, 2,531 bales; hogs' hair, 22 bales; feathers, 97 bales; furs, 23 bales; buffalo robes, 24 bales; rags, 58 bales; hemp, 760 bales; deer skins, 270; horse hair, 22 bales; hay, 14 tons; horses, 75; fat cattle, 87; tobacco, 12 hogsheads; hops, 50 bales; brick, 17,000; ashes, 15 casks; cigars, 2,500.

It may be noticed that in this year six tons of saleratus manufactured at Chicago were shipped to St. Louis. A cargo of salt, the first direct shipment by water from the Atlantic, was received from the brig "McBride" December 4. Capt. Huntoon began the manufacture of starch; the dutiable goods imported were valued at \$6,600.70, on which an impost of \$1,629.48 was levied. From the establishment of the port of entry in 1846 to the close of 1848 the value of foreign dutiable goods received was \$7,785.60 and the amount of duty collected thereon \$2,411.71.

The echoes of the Mexican War had died away by the beginning of 1849. Chicago and Cook County had contributed 790 men to the United States Army for that war, of whom about 500 returned to seek a place in the industrial army. The population was estimated at 23,047. Shipbuilding, meat-packing, the manufacture of iron and wood into commercial articles, the making of farm implements, furniture and

clothing became immense industries, giving employment to at least one-sixth of the population and opening the way to greater things. The pioneer railroad was almost completed to Elgin, forty miles away, bringing that rich section of Illinois within five hours' ride of Chicago. A \$2,000 passenger coach, built by Walsh & Launder, was introduced July 4, while the canal made the valley of the Illinois and Desplaines tributary to Chicago. From January 1 to December 31, 1849, the pioneer railroad earned \$23,763.74, and the canal five times that sum, or \$118,849.29; from every side the products of the new prairie farms poured into the lap of Chicago.

When the season of navigation opened in 1850, a town containing 28,269 inhabitants extended north and south of the main Chicago River and west of the forks. The steam whistle of the factory became as familiar as the shrill notes of "The Pioneer." The amount received in tolls from the canal that year amounted to \$125,504, while the pioneer railroad earned \$104,359.62. On January 22 that road was opened to Elgin, 42.44 miles, for passenger as well as freight traffic; plank road companies were organized, and the hum of 200 manufacturing houses told unmistakably that life in the new city was real and earnest. The value of trade for the year was \$20,000,000. An incident of the year was the departure of the brigantine "Minnesota"—John Prindle, captain—for Swansea, Wales, with a cargo of copper ore from the Bruce mines. This was the first Chicago merchantman allowed to sail on the St. Lawrence.

As the appropriation of \$30,000 for improving the Chicago River advertised the village of 1833, the grant of 2,595,000 acres of land toward building the Illinois Central Railroad advertised the city of 1850; for the liberal action of Congress made the building of a southern road a certainty, and immigration poured into the Prairie State in greater volume. Many manufacturing houses were established and many of the old ones enlarged. The effect of the enterprises put in operation and projected in 1850 was visible in 1851, when the population was increased to 34,437. It was in this year that the idea of bringing the pioneer railroad into the city was made practicable, the drawbridge over the north branch was constructed, and the ironway was built along the new North Water Street. The shipment of flour, which exceeded 100,000 barrels in 1850, fell to 72,406, and an equal decrease was recorded for all grains except oats. Notwithstanding this, railroad construction was carried on in the territory tributary to Chicago, and the manufacturing industries which accompany railroads multiplied. The beginnings of the wholesale boot and shoe trade were made this year by C. N. Henderson, and merchants showed their own faith in their city.

The population in 1852 was 38,733, an increase of 4,296 within a year. The completion of the Michigan Central to a junction with the northern line of the Illinois Central, and its entrance to the city, May 21, 1852; the completion of the Michigan Southern to a point near Gurnee's tannery, on February 20, and that of the Rock Island to Joliet on October 18; the building of the Illinois Central and the talk of other roads, won many settlers for the town and factories again multiplied. The

wholesale drug, chemical and dye-house of O. F. Fuller was opened, and in November of that year the jobbing trade in ready-made clothing was inaugurated by Henry A. Huntingdon. The following table shows the shipments of flour and grain from the incorporation of the city to the close of 1852:

YEAR.	Flour, Barrels.	Wheat, Bushels.	Corn, Bushels.	Oats, Bushels.	Rye, Bushels.	Barley, Bushels.	Totals. Flour reduced to Bushels.
1838.....		78					78
1839.....		3,678					3,678
1840.....		10,000					10,000
1841.....		40,000					40,000
1842.....		586,907					586,907
1843.....		688,967					688,967
1844.....	6,320	891,894					923,494
1845.....	13,752	956,860					1,025,620
1846.....	28,045	1,459,594					1,599,819
1847.....	32,538	1,974,304	67,135	38,892			2,243,021
1848.....	45,200	2,160,000	550,460	65,280			3,001,740
1849.....	51,309	1,936,264	644,848	26,849		31,452	2,895,958
1850.....	100,871	883,644	262,013	158,084		22,872	1,830,968
1851.....	72,406	437,660	3,221,317	605,827		19,997	4,646,831
1852.....	61,196	635,996	2,757,011	2,030,317	17,315	79,818	5,826,437

The population in 1853 was 60,652. Bridges spanned the river at Clark, Wells, Lake, Randolph, Madison, Van Buren, North Water (a railroad bridge), Kinzie and Chicago Avenue. One hundred and fifty miles of sidewalk, twenty-seven miles of plank streets, six miles of sewers, and four miles of docks marked municipal improvements, and the commercial spirit of the people, though young, was vigorous. The Chicago, Pacific & Rock Island Railroad, opened to Geneseo, Ill., December 18, may be said to have brought the farmers of western Illinois and eastern Iowa within trading distance of Chicago, as the other roads brought southern and central Michigan and northern Indiana into direct communication with the growing town.

Chicago, in the summer of 1854, contained a population of 65,872; the second system of waterworks was inaugurated, new and important manufacturing industries established and new railroad systems practically opened for freight and passenger traffic. There were received 15,011,540 bushels of grain and 158,575 barrels of flour, of which 12,364,185 bushels of grain and 107,627 barrels of flour were shipped. It took first place among the grain-exporting ports of the world, as shown in the following table, which includes flour reduced to bushels:

Chicago.....	12,902,310	Odessa.....	7,040,000
Archangel (Russia).....	9,528,000	St. Louis.....	5,081,468
New York.....	9,430,335	Dantzic.....	4,408,000
Galatz and Ibrelia.....	8,320,000	Riga.....	4,000,000
St. Petersburg.....	7,200,000	Milwaukee.....	3,787,161

In the midst of the richest agricultural region in the world, Chicago, forty years ago, proved her right to be its capital, and the commercial people of the world realized for the first time that what was a *terra incognita* to them before was now a factor in their calculations; for it became a certain source of supply upon which they could count at all times. Though the cholera plague took hold of the overgrown village in July of

that year, robbed her of 1,424 citizens, put to flight twice that number, and the newspapers of rival cities spread the news in alarming paragraphs, Chicago conquered the disease as well as the prejudices fostered by outside newspaper men. By September she "was again in business at the old stand," the new alarm bell, cast here that year, for the courthouse, ringing out in clear tones Chicago's defiance to plagues, fire and commercial enemies. The *Chicago Times*, issued August 20, 1854, was an index to the activities in all branches of life here in that day.

In 1855 the local census enumerators credited the city with 80,028 inhabitants, the increase over 1852 being about 150 per centum. Here was the center of 2,933 miles of railroad, or ten trunk and eleven branch roads, which earned \$13,298,201.09 that year, or \$13,258,201.09 more than the pioneer road earned in 1851. No less a sum than \$6,295,000 was invested in manufactures; the value of goods produced was no less than \$11,031,491. The Chicago railroads touched the Mississippi at eight points; 326,553,467 feet of lumber were received; 5,410 vessels entered the port with an aggregate tonnage of 1,608,845, while the United States imposts on foreign goods received amounted to \$296,844.75. The receipts of all kinds of grain amounted to 20,487,953 bushels, while the receipts of live stock pointed to the growing popularity of this market. The completion of the main line of the Illinois Central, the opening of the railroad from Chicago to Burlington, Ia., and the consolidation of the roads forming the Chicago, St. Paul and Fond du Lac system, all tended to build up the trade interests of the city and to create an interest in railroad and marine development more intense than even the commercial spirit of the people warranted.

The Chicago of 1856 contained 84,113 inhabitants; the investments in manufactures amounted to \$7,759,400; the value of goods produced to \$15,515,063, and the number of hands employed was 10,573. The 3,676 miles of railroads centering here earned \$17,343,242.83, and the total movement of passengers was estimated at 3,350,000, of whom 107,653 remained west of Chicago. The total receipts of grain were 24,674,824 bushels; the total shipment of grain, 21,583,221 bushels; the total number of live and dressed hogs received, 308,539, valued at \$3,585,880; the total number shipped, 170,831; the number of barrels of beef packed, 33,058; the lumber received, 456,673,169 feet; the lead received, 9,527,506 pounds, and the number of steam and sailing vessels entered, 7,328, with a tonnage of 1,545,379 tons. The year is memorable in Chicago's commerce as that in which the steamer "Dean Richmond" cleared from this port for Liverpool, England, with part of a cargo of wheat, the other and the greater part being loaded at Milwaukee. The steamer sailed from Chicago on July 14, and arrived at Liverpool September 29. A year to a day after her departure the "Maderia Pet," which left Liverpool April 24, 1857, sailed into the Chicago river, being the first vessel from an English port to enter here.

The memorable year 1857 opened with bright prospects for this city, though the outside world said its condition was beyond reclamation. The population was 93,000;

on all sides trade and commerce showed wonderful activity; the factories and mills were busy, and no shadow of disappointment was visible. Chicago had established herself as the leading grain market and one of the leading meat markets of the world, and, in opposition to the slanders of newspapers heaped upon her, was still progressing, when the financial earthquake, inaugurated by the failure of the Ohio Life and Trust Company, shook her to the foundation; but her great grain and meat trade defied the shocks—packing houses were extended, new elevators constructed, and old elevators enlarged. There were no less than twelve of these immense grain houses open, valued at \$3,087,000, with a capacity of 4,095,000 bushels, exclusive of five smaller elevators. The daily capacity for shipping was 1,340,000 bushels. The export business of the year included 9,485,052 bushels of wheat, 259,648 barrels of flour and 25,000 cattle, each item exceeding that of 1856. Even in pork-packing Chicago took third place, keeping the lead of St. Louis, which she won in 1856, and steadily advancing to excel Cincinnati in this industry, the Queen City packing 446,677 hogs during the season of 1857-58, against Chicago's 99,262. In May of that year 7,053 buildings were supplied with city water, steam heat was introduced, Nicholson pavements began to take the place of plank and cobblestone, McVicker established a new theater in opposition to Rice, bridges were built over the river at Polk, Indiana and Erie Streets, and the first bridge constructed solely at the expense of the municipality was placed over the river at Madison Street. The action of the city bankers and merchants during the months of depression was most liberal, and laid down precedents which might be followed profitably.

The beginnings of the present street railroad system were made November 1, 1858, on State Street near Randolph. Eight or nine banks survived the panic of 1857; 9 local insurance companies were in business; a number of real estate agents were engaged in the tedious work of restoring faith in Chicago lots; 77 hotels existed; 405 retail and 35 wholesale grocers; 18 wholesale hardware and cutlery houses; 28 retail hardware and cutlery houses; 54 retail and 10 wholesale drug stores; 46 retail and 25 wholesale dry goods houses; 96 commission houses; 24 forwarding and transportation houses; 53 retail and 19 wholesale fruit houses; 44 flour, feed and grain dealers; 60 furniture dealers; 78 retail and 11 wholesale clothiers; 551 saloons; 69 wholesale wine and liquor dealers; 107 lager beer saloons; 49 watch and jewelry stores; 28 provision dealers; 113 produce and commission merchants; 88 dressmakers; 53 millineries; 10 millinery, silk and straw goods houses; 129 lumber concerns; 17 hide, leather and wool houses; 10 iron and steel warehouses; 16 coal merchants; 23 confectioners; 37 tobacco and cigar dealers, with 19 cigar importers and manufacturers; 19 tobacco dealers; 13 cattle dealers; 129 butchers; 67 retail boot and shoe dealers; 10 wholesale boot and shoe dealers, and 40 stove and tinware dealers.

The inland postage was 3 cents; California postage 10 cents; newspapers 1 cent; books 6 cents an ounce; letters to England or Ireland 24 to 27 cents, and to France 15 cents. The city was improved in its streets and buildings, and the value of her trade approx-

imated \$85,000,000. The first summer meat-packing was accomplished by Tobey, Booth & Co., and Van Brunt & Watrous. That there were dry men here then is certified to by the number of saloons and the fact that 3,600,000 gallons of whisky were produced in the Chicago district. The foundation of the wholesale millinery trade of the city was made this year by Keith & Faxon, at 49 Lake Street.

The cattle and hog statistics are here given from 1865. The receipts and shipments of cattle are shown as follows:

YEAR.	Received.	Shipped.	YEAR.	Received.	Shipped.
1865.....	330,301	301,637	1880.....	1,382,477	886,614
1866.....	384,251	268,723	1881.....	1,498,550	938,712
1867.....	329,243	216,982	1882.....	1,582,530	921,009
1868.....	323,514	217,897	1883.....	1,878,944	966,758
1869.....	403,102	294,717	1884.....	1,817,697	791,884
1870.....	532,964	391,709	1885.....	1,905,518	744,093
1871.....	543,050	401,927	1886.....	1,963,900	704,675
1872.....	684,075	510,025	1887.....	2,382,008	971,483
1873.....	761,428	574,181	1888.....	2,611,543	968,385
1874.....	843,966	622,929	1889.....	3,023,281	1,259,971
1875.....	920,843	696,534	1890.....	3,484,280	1,260,369
1876.....	1,096,745	797,724	1891.....	3,250,359	1,066,264
1877.....	1,033,151	703,402	1892.....	3,571,796	1,121,675
1878.....	1,083,068	699,108	1893.....	3,133,406	900,183
1879.....	1,215,732	726,903			

The figures showing the receipts and shipments of hogs are more astonishing:

YEAR.	RECEIVED.			SHIPPED.		
	Live.	Dressed.	Totals.	Live.	Dressed.	Totals.
1865.....	757,072	92,239	849,311	575,511	69,034	644,545
1866.....	933,233	353,093	1,286,326	484,793	91,306	576,099
1867.....	1,696,689	260,431	1,987,120	760,547	156,091	916,638
1868.....	1,706,592	281,923	1,988,515	1,020,812	226,901	1,247,713
1869.....	1,661,869	190,513	1,852,382	1,086,305	199,650	1,285,955
1870.....	1,693,158	260,214	1,953,372	924,483	171,188	1,095,671
1871.....	2,380,083	272,466	2,652,549	1,162,286	169,473	1,331,750
1872.....	3,252,623	235,905	3,488,528	1,835,594	145,701	1,981,295
1873.....	4,337,750	233,156	4,570,906	2,197,557	200,906	2,398,463
1874.....	4,259,629	213,038	4,472,667	2,340,661	197,747	2,528,108
1875.....	3,912,110	173,012	4,085,122	1,582,643	153,523	1,736,166
1876.....	4,190,006	148,622	4,338,628	1,131,635	79,654	1,211,289
1877.....	4,025,970	164,339	4,190,309	951,221	94,648	1,045,869
1878.....	6,339,654	102,512	6,442,166	1,266,906	26,039	1,292,945
1879.....	6,448,300	91,044	6,539,344	1,692,361	40,024	1,732,385
1880.....	7,059,435	89,102	7,148,457	1,394,990	33,194	1,428,184
1881.....	6,474,844	52,835	6,527,679	1,289,679	46,849	1,336,528
1882.....	5,817,504	36,778	5,854,282	1,747,722	40,196	1,787,918
1883.....	5,640,625	56,538	5,697,163	1,319,392	44,367	1,363,759
1884.....	5,351,967	24,538	5,376,505	1,392,615	24,447	1,417,062
1885.....	6,937,535	32,700	6,970,235	1,797,446	56,305	1,853,751
1886.....	6,718,761	24,846	6,743,607	2,090,784	100,117	2,190,901
1887.....	5,470,852	12,800	5,483,652	1,812,001	138,989	1,950,990
1888.....	4,921,712	16,702	4,938,414	1,751,829	111,823	1,863,652
1889.....	5,998,526	18,481	6,017,007	1,786,659	129,241	1,915,900
1890.....	7,663,828	14,267	7,678,095	1,985,700	148,858	2,134,558
1891.....	8,600,805	9,901	8,610,706	2,962,514	122,185	3,084,699
1892.....	7,714,435	5,272	7,719,707	2,926,145	53,281	2,979,426
1893.....	6,057,278	21,810	6,079,088	2,149,410	36,467	2,185,887

The value of the produce and wholesale trade and manufactures of Chicago for a series of years is given in the following table, the figures for 1871-72 telling of trade from October 11 of the first to October 11 of the second named year.

1850.....\$	20,000,000	1876.....\$	587,000,000	1885.....\$	959,000,000
1860.....	97,000,000	1877.....	595,000,000	1886.....	997,000,000
1868.....	310,000,000	1878.....	650,000,000	1887.....	1,103,000,000
1869.....	336,000,000	1879.....	764,000,000	1888.....	1,125,000,000
1870.....	377,000,000	1880.....	900,000,000	1889.....	1,177,000,000
1871-72.....	437,000,000	1881.....	1,015,000,000	1890.....	1,380,000,000
1873.....	514,000,000	1882.....	1,045,000,000	1891.....	1,459,000,000
1874.....	575,000,000	1883.....	1,050,000,000	1892.....	1,538,000,000
1875.....	566,000,000	1884.....	933,000,000	1893.....	1,435,000,000

The figures are based on the statistics given in the *Tribune*, which are considered as nearly correct as it is possible to render them. Proper reductions are made for manufactures sold by manufacturers at wholesale, so that there is no heaping Pelion on Parnassus.

The business transactions of 1859 proved, beyond cavil, that Chicago was advancing at a gait which would give her a place among the great cities in 1860. The volume of trade as recorded in 1858 increased, hundreds of new business ventures were made, citizens began to surround their homes with luxuries and merchants to bestow attention on the appearance of their stores. In 1860 the advances were more decided.

The development of the manufacturing interests from 1848 to the close of 1860 has been shown, and the relation of the Board of Trade, the Illinois and Michigan canal and the railroads to that period, referred to incidentally. At the beginning of 1861 there were 4,350 miles of railroad in Illinois, Iowa and Wisconsin, while in Kansas, Nebraska and Minnesota not a mile was yet built. The six States were then recognized as belonging to Chicago's trade territory; their aggregate population was 3,470,459 and their possibilities unmeasurable. The population of the city was 109,206, but local estimates made it 120,000, an increase of almost 8,000 over 1860; the value of the produce and wholesale trade and of manufacturers amounted to \$97,000,000 in 1860 and bid fair to reach far above the hundred-million mark in 1861; the political situation was treacherous, but Chicagoans looked on it with a peculiar *sang-froid*, which said that, no matter what happened, this congregation of about 120,000 persons would meet the emergency.

In the face of the earnest threats of civil war by Southern statesmen, the people of Chicago extended their manufactures as well as their trade, and, in April of that year, when those threats were brought into execution, they followed their avocations with an unexplainable diligence. During the first winter of the war Chicago passed Cincinnati as a producer of hog meat, packing 505,691 hogs against the Queen City's 474,467, and taking first place for the first time in this particular line. At the same time there were 209,655 cattle received, of which 112,745 were shipped, 59,687 packed and 36,223 slaughtered for local consumption. The prices, in 1862, ranged from \$8.25 to \$11.50 a barrel for mess pork, and from \$8.50 to \$12 for mess beef. There were 291,-

ooo barrels of flour manufactured and 1,739,849 shipped, at from \$4 to \$5. In these important products, as well as in grain, Chicago proved herself to be able to supply the whole army, if called upon, without sacrificing her civil customers. She became known as the granary and abattoir of the New World, and showed herself a powerful municipality in peace as well as in war. Down to the close of 1861 the United States expended \$267,601.01 on the river and harbor, while the city's expenditure on the river was not inconsiderable. The improvements led to her popularity as a port, her shipping multiplied and lake ports opened to the products of her factories and contents of her warehouses.

By the close of 1861 Chicago's trade, commerce and manufactures were stern facts, which her competitors were driven to consider. Through her Board of Trade, municipal council and civic organizations she expressed her determination to make a race for first place in the grain and produce market and, gradually, to equal her rivals in manufacturing industry. She had already conquered many adversities, created a city of 112,172 inhabitants within 30 years, hoped to quintuple the number within the succeeding 30 years, as well as to increase her trade, then valued at \$97,000,000, five fold.

To be more specific, the materials sold here in 1891, 1892 and 1893 are given as follows:

WHOLESALE.	1893.	1892.	1891.
Dry goods and carpets.....	\$ 95,000,000	\$106,300,000	\$98,416,000
Groceries	63,000,000	62,370,000	56,700,000
Lumber	35,000,000	43,000,000	39,000,000
Manufactured iron.....	15,000,000	20,000,000	17,000,000
Clothing	19,500,000	26,000,000	23,600,000
Boots and shoes.....	27,500,000	30,250,000	27,500,000
Drugs and chemicals.....	8,000,000	8,300,000	7,600,000
Crockery and glassware.....	6,500,000	6,500,000	6,000,000
Hats and caps	8,000,000	8,800,000	8,000,000
Millinery	7,000,000	7,750,000	7,000,000
Tobacco and cigars	13,300,000	12,650,000	11,500,000
Fresh and salt fish and oysters.....	6,500,000	6,050,000	5,500,000
Oils	5,500,000	5,000,000	4,500,000
Dried fruits.....	5,250,000	4,700,000	4,300,000
Building material	4,750,000	5,175,000	4,500,000
Furs.....	2,750,000	2,180,000	1,750,000
Carriages	2,000,000	2,300,000	2,000,000
Pianos, organs and musical instruments.....	7,250,000	8,970,000	7,800,000
Music books and sheet music.....	700,000	720,000	625,000
Books, stationery, and wall paper.....	26,000,000	25,000,000	22,000,000
Paper	30,000,000	30,000,000	28,000,000
Paper stock	5,000,000	5,000,000	5,500,000
Pig iron	14,000,000	23,575,000	20,500,000
Coal.....	23,000,000	30,000,000	26,000,000
Hardware and cutlery.....	20,500,000	22,000,000	19,225,000
Wooden and willow ware.....	3,850,000	3,850,000	3,500,000
Liquors.....	18,000,000	16,500,000	15,000,000
Jewelry, watches and diamonds.....	28,750,000	28,750,000	25,000,000
Leather and findings	3,000,000	3,000,000	2,750,000
Pig lead and copper	5,700,000	6,350,000	6,000,000
Iron ore.....	2,500,000	5,175,000	4,500,000
Miscellaneous	6,500,000	7,000,000	6,000,000
Totals	\$519,350,000	\$574,015,000	\$517,166,000

PRODUCE.	1893.	1892.	1891.	PRODUCE.	1893.	1892.	1891.
Flour	\$ 13,300,000	\$ 19,700,000	\$ 19,800,000	Other vegeta-			
Wheat	23,200,000	36,900,000	36,000,000	bles.....	1,000,000	750,000	750,000
Corn	36,500,000	32,900,000	39,700,000	Tallow and			
Oats	24,600,000	24,740,000	24,240,000	grease	1,800,000	1,700,000	1,730,000
Rye.....	770,000	2,467,000	7,300,000	Hay.....	2,744,000	2,300,000	2,290,000
Barley	5,750,000	8,300,000	7,400,000	Apples.....	900,000	1,375,000	960,000
Millstuffs, etc.	1,000,000	1,200,000	1,600,000	California			
Total bread-				fruits	3,660,000	4,000,000	3,180,000
stuffs.....	\$105,120,000	\$126,207,000	\$136,040,000	Other fruits ..	4,000,000	4,200,000	5,250,000
Butter.....	33,163,000	30,825,000	22,900,000	Hops	675,000	720,000	600,000
Cheese	5,930,000	5,800,000	6,040,000	Eggs.....	9,336,000	11,625,000	7,590,000
Hides and				Poultry and			
pelts.....	3,723,000	6,100,000	6,580,000	game	2,875,000	3,000,000	3,300,000
Wool	4,839,000	6,000,000	7,375,000	Live stock...	249,540,000	253,836,000	239,435,000
Flaxseed	8,968,000	9,685,000	11,900,000	Beef	12,515,000	9,900,000	6,600,000
Other seed	1,331,000	1,980,000	2,085,000	Pork, barreled	110,000	191,000	138,000
Broom corn ..	789,000	850,000	790,000	Lard	4,727,000	5,169,000	4,665,000
Salt	861,000	1,200,000	1,270,000	Meats (hog) ..	10,872,000	18,000,000	24,000,000
Potatoes	3,150,000	1,560,000	1,450,000	Dressed hogs.	345,000	55,000	91,000
				Totals....	\$472,973,000	\$507,000,000	\$499,600,000

MANUFACTURES.	1893.	1892.	1891.	MANUFACTURES.	1893.	1892.	1891.
Meat produc-				Chemicals....	26,910,000	30,400,000	28,500,000
tion.....	\$107,000,000	\$118,718,000	\$133,860,000	Leather	24,700,000	24,980,000	23,850,000
Iron and steel	62,825,000	72,420,000	70,700,000	Textiles.....	48,350,000	57,925,000	52,550,000
Brass, copper,				Printing, etc..	38,850,000	31,400,000	27,905,000
etc	78,100,000	52,310,000	45,542,000	Aliments	34,450,000	34,081,800	33,358,000
Iron and wood	44,900,000	43,480,000	41,100,000	Bicycles, pa-			
Wood mfrs...	40,650,000	51,830,000	46,050,000	per boxes,			
Brick, stone,				sails, etc ...	10,600,000	10,160,000	7,295,000
etc	11,745,000	15,845,000	10,726,000	Totals....	\$574,580,000	\$586,335,800	\$567,012,000
Brewing, dis-							
tilling and							
tobacco	45,500,000	42,786,000	45,576,000				

At the beginning of 1894 there were 97 propellers, 6 sidewheel steamers, 82 tugs, 21 canal boats, 46 steam yachts, 149 schooners, 12 sloops and 17 sail yachts owned in Chicago. In 1893 there were 27 vessels built here, of which the "Arthur Orr" cost \$200,000, and the "Manitou" \$300,000. In 1894 the "Kearsarge" was produced here, and evidences given that Chicago would become as important a ship-building port as she has already become a maritime port. Her tonnage is equal to the combined tonnage of all ships entering and clearing at New York, Boston, and Baltimore, and infinitely greater than that which passes through the Suez Canal. The tonnage of the great lakes increased from 711,269 tons in 1882 to 1,261,067 tons in 1893. On June 30, 1893, there were 35 iron and steel vessels having a tonnage of 62,825 tons, while the 172 iron and steel vessels documented claimed 265,727 tons burden.

During the year 1892 33,860 vessels passed through the Detroit River, of 24,785,000 tons, while only 3,359 passed through the Suez Canal that year, aggregating 7,712,028 tons.

In 1862 the rate from Chicago for a bushel of wheat to New York, via lake and

rail, was $28\frac{1}{4}$ cents, the same by lake, canal and rail, and $48\frac{1}{2}$ cents all rail. In 1882 the charge by lake and rail was 12 cents; by lake, canal and rail, 9 cents; and all rail, 15 cents. The latter rate prevailed in 1893, while the lake and rail, and lake, canal and rail fell to $7\frac{7}{8}$ and $7\frac{1}{4}$ cents.

In the following table of arrivals and clearances from 1870 to 1893, inclusive, the aggregate number of arrivals and clearances and the aggregate tonnage are given; while in the former table the actual tonnage of all the boats in the Chicago trade, rather than the aggregate tonnage of entries or clearances, is only considered.

YEAR.	ARRIVALS.		YEAR.	CLEARANCES.	
	Vessels.	Tonnage.		Vessels.	Tonnage.
1870	12,739	3,049,265	1870	12,433	2,983,942
1871	12,320	3,096,101	1871	12,312	3,082,235
1872	12,824	3,059,752	1872	12,531	3,017,790
1873	11,858	3,225,911	1873	11,876	3,338,803
1874	10,827	3,195,633	1874	10,720	3,134,078
1875	10,488	3,122,004	1875	10,607	3,157,051
1876	9,621	3,089,072	1876	9,628	3,078,264
1877	10,233	3,274,332	1877	10,284	3,311,083
1878	10,490	3,608,534	1878	10,494	3,631,139
1879	11,859	3,887,095	1879	12,014	3,870,300
1880	13,218	4,616,969	1880	13,302	4,537,382
1881	13,048	4,533,558	1881	12,957	4,228,689
1882	13,351	4,849,950	1882	13,626	4,904,999
1883	11,967	3,812,464	1883	12,015	3,980,873
1884	11,354	3,756,973	1884	11,472	3,751,723
1885	10,744	3,653,936	1885	10,798	3,652,286
1886	11,157	3,926,318	1886	11,215	3,950,762
1887	11,950	4,328,292	1887	12,023	4,421,560
1888	10,989	4,393,768	1888	11,106	4,496,898
1889	10,804	5,102,790	1889	10,984	5,155,041
1890	10,507	5,138,253	1890	10,547	5,150,665
1891	10,224	5,524,852	1891	10,294	5,506,700
1892	10,556	5,966,626	1892	10,567	5,968,337
1893	8,754	5,456,637	1893	8,789	5,449,470

The collections of duty on imported merchandise at Chicago in 1872 were \$2,155,-927.33, imports \$4,880,370; and in 1893 the collections were \$8,299,222.52, imports \$18,672,256.

In 1888 New York's collections amounted to \$147,694,618; Philadelphia's, to \$22,407,350.77; Boston's, to \$20,966,351.10; San Francisco's, to \$9,786,957.42, while Chicago's total was only \$4,977,389.43. In 1893 New York's collections decreased to \$138,032,031.18; Boston's, to \$15,792,601.19; Philadelphia's, to \$11,559,979.78, and San Francisco's, to \$7,616,133.34. Chicago in that time increased her collections by almost \$3,500,000 and took the place formerly held by San Francisco. A decrease of almost \$10,000,000 in the receipts of New York, almost \$11,000,000 in those of Philadelphia, over \$5,000,000 in those of Boston and over \$2,000,000 in those of San Francisco showed how the central city advanced. The Congressional act of June 10, 1880, creating Chicago a final port of entry abolished the system of giving bonds at the New York custom house.

The collections in the internal revenue department of the Custom House in 1863

were \$865,254.98, and in 1893, \$9,130,451.02. For the calendar year 1890 the receipts from internal revenue amounted to \$13,518,996.33. For the year ending December 31, 1892, the collections amounted to \$11,006,999.74. Of that sum, \$6,126,746 were derived from spirits, \$2,628,053.35 from beer, \$523,833.47 from tobacco, \$17,765.55 from snuff, \$607,979.77 from cigars, \$2,239.49 from cigarettes, \$669,666.38 from oleomargarine, \$423,035.29 from special tax, and \$7,689.44 from fines. There were 6,858,780 gallons of spirits and 3,100,000 barrels of beer, 33,716,564 pounds of oleomargarine and 4,461,000 cigarettes, 8,730,557 $\frac{3}{4}$ pounds of tobacco and 296,092 $\frac{1}{2}$ pounds of snuff produced, on which duty was collected in the sums given.

The Chicago Clearing House Association, chartered in 1865, began business April 6, that year. The clearings to December 23 amounted to \$314,577,543, and the balances to \$47,413,014. In 1870 the clearings were \$810,676,036, and the balances \$80,910,416; in 1872 the clearings amounted to \$993,060,503.47; in 1882, to \$2,366,536,855; in 1883, to \$2,525,622,994; in 1884, to \$2,259,350,386; in 1885, to \$2,318,579,003.07; in 1886, to \$2,604,762,912.35; in 1887, to \$2,969,216,210.60; in 1888, to \$3,163,774,462; in 1889, to \$3,379,925,188.67; in 1890, to \$4,093,145,904; in 1891, to \$4,456,885,230.49; in 1892, to \$5,135,771,186.74; and in 1893, to \$4,676,960,968.04. In 1892 New York was first, with clearings amounting to \$36,662,469,201, Chicago second, with the sum stated, Boston third, Philadelphia fourth, and St. Louis fifth, with \$1,231,641,451.

The capital of incorporated banks on December 31, 1865, was \$6,820,000, and of private banks, \$2,000,000. In January, 1870, the capital of sixteen national banks was placed at \$6,550,000, and the deposits at \$16,774,514. On October 3, 1872, twenty-one national banks reported a capital of \$11,552,951; by December 6, 1873, the capital reached \$13,063,321, but declined to \$12,981,960 at the close of the succeeding year. In October, 1875, the sixteen banks reporting showed a smaller capital than in 1874, the figures being \$12,444,920. Ten years later, in 1885, the capital was \$12,410,000, the deposits, \$71,024,738, and the loans, \$47,505,466; and in May, 1894, the combined capital of the twenty-four nationals was \$21,300,000; the individual deposits, \$68,376,702.90; the loans, \$88,768,364.50, and the total deposits \$141,591,344.68. In May, 1877, the capital was \$15,760,000; in July, 1891, \$20,300,000; and on March 6, 1893, \$23,300,000. At that date the capital of the 3,759 nationals in the United States was \$686,874,375, or about 29 $\frac{1}{2}$ times that of the Chicago banks, and almost half of the \$52,450,000 by the fifty New York City banks of 1893. In one day in 1892, forty-eight New York banks received \$130,976,963 and checked out 92.36 per centum of receipts; while twenty-one Chicago banks received \$25,078,114 and checked out 94.52 per centum of that amount.

In 1864 the Chicago post-office sold stamps and envelopes valued at \$176,876.44. By 1870 the trade in the stamp and stamped envelope department reached \$1,071,842.75, and in the money order department \$5,495,202.96. The railway mail service, organized June 9, 1864, popularized the post-office department and increased its earn-

ing power, so that by 1880, the sale of stamps and stamped envelopes increased to \$1,446,014.07, and by 1885 to \$1,923,158.24. The money order transactions, which amounted to \$3,923,354 in 1871, increased to \$10,995,302.70 by 1885, and to \$23,292,823.78 by 1893, when the total number of orders issued was 2,245,413, or 7,362 a day. There were 404,549,429 pieces of first, second, third, and fourth class matter handled in 1893, against 332,472,854 in 1892. There were 86,178 pieces for special delivery, against 50,979 in 1892, and 3,701,447 pieces of registered matter. The advances made in 1894 suggested the extraordinary improvements in the postal service which brought letters to the doors of all the residents within Chicago's 190 square miles of territory. The mail handled here may be said to be 9-30 of all handled in the United States in 1893, which was estimated at 3,800,000,000 pieces.

During the year 1871-2, or, as the Romans would have it, *anno urbis condite*—November, 1871, to November, 1872—the value of Chicago's trade was estimated at \$437,000,000, being an increase of \$60,000,000 over 1870; of \$101,000,000 over 1869, and of \$127,000,000 over 1868. The population in 1872 was 364,377, being an increase of 65,400 over the number reported by the United States Census enumerators in June, 1870, and of 255,171 over the number reported in 1860.

There were 598 permanent buildings erected in the south division of the "burned district" prior to October 1, 1872, exclusive of frame houses, at a cost of \$27,384,000. The number of buildings destroyed by fire was 15,768, including 175 factories. Within a year, from the date of the fire, substantial brick and stone blocks could be seen on every side. At least 4,500 brick houses were added before the close of Centennial Year. From the beginning of 1877 to the close of 1890, there were 56,266 houses built, and from the beginning of 1891 to the close of 1893, no less than 33,538 structures were brought into existence, one of a dozen of which cost as much and contains as many rooms as some of the smaller American cities. From October 10, 1871, to December 31, 1876, there were \$49,239,000 expended on buildings; from January, 1877, to December, 1890, \$253,298,879; and from January, 1891, to December, 1893, no less than \$147,451,340, or \$451,989,219, exclusive of the immense sums expended in building the suburbs; from 1880, to the dates of their annexation, which may bring the total up to \$500,000,000.

In the debate of 1894 in Congress, on the subject of removing the "Indian Warehouse" from New York to the West, one of the representatives of Chicago, in presenting Chicago's claims, cracked the following statistical nuts for his confreres in the House:

"As an evidence of the enormous development of the section of which Chicago is the commercial center, during the last few years, I want to call your attention to the following comparison, based on absolutely reliable statistics, between the great Western ten-State district having Chicago as its commercial center and the great Eastern ten-State district having New York as its commercial center; the former comprising the ten States of Ohio, Indiana, Illinois, Michigan, Wisconsin, Minnesota, Iowa, Mis-

souri, Kansas and Nebraska, and the latter comprising the ten States of New York, New Jersey, Pennsylvania, Delaware, Maine, New Hampshire, Vermont, Massachusetts, Rhode Island and Connecticut:

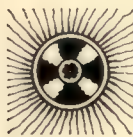
	Chicago.	New York.
Population, 1890.....	21,847,752	17,570,042
Miles of railway, Jan. 1, 1890.....	70,378	25,290
Tonnage movement by water, 1889.....	51,203,106	26,983,313
Tonnage movement by water, 1889, for all Lake Michigan ports.....	18,570,258	.....
Tonnage movement by water, 1889, for New York, Philadelphia and Boston.....	.....	15,653,148
Average age of the district.....	53 years.	250 years.
Growth in thirty years—		
1860.....	9,094,878	10,706,484
1870.....	12,956,930	12,423,745
1880.....	17,228,934	14,654,015
1890.....	21,847,752	17,570,042
Gain in thirty years.....	12,755,873	6,863,558
Average gain every ten years.....	4,251,957	2,287,851
Thirty years hence population will be.....	34,603,625	24,433,600
Largest city Western and Eastern district population in 1890.....	1,099,850	1,513,501
Gain from 1880 to 1890.....	596,665	247,202
At this ratio will have in 1910.....	2,169,358	2,007,705
But at the ratio of the last three years will have in 1910 over.....	10,000,000	.....

"New York has barely kept up the average gain in the decade prior to 1890. When we take into consideration that the real estate transactions in Chicago annually range from \$150,000,000 to \$200,000,000; that the building operations connected therewith represent an annual investment of \$25,000,000 to \$65,000,000, and that the annual combined business in these two lines aggregates from \$150,000,000 to \$263,000,000, involving over 5,000 firms in these various transactions; and, coming down to the immediate present, when we realize that the building permits in Chicago for the month of March cover over six and one-half miles in length, and both in amount and cost aggregate more than for the month of March in any previous year, it will be seen that the future of Chicago is assured. If present operations can safely be regarded as prophetic, Chicago is absolutely certain to lead the world, and that at a much earlier date than the most optimistic among even Chicago's citizens are wont to expect."

The building statistics of 1871-72 convey, of course, a good idea of Chicago's advances, but to him, who has not seen what they represent, they must, at best, be vague. Such figures, taken in connection with the statistics of manufactures and annual trade, tell, unmistakably, of Chicago's phenomenal progress since 1871.

In 1890 the city stood low in the ranks of home occupiers, only 71.27 per centum of her then 1,099,850 inhabitants being under their own roofs. To-day (1894), with her 1,900,000 or 2,000,000 inhabitants, the percentage of home occupiers scarcely exceeds 69. Outside Illinois, the railroads of her trade territory bear about the same ratio to area that houses in the city do to tenants, so that in railroad construction as well as in house building she is far behind her requirements—capital holding enterprise in check until it is assured of exorbitant profits in the two industries. Her iron age is merely in infancy; her silk and cotton manufactures are not yet born, and in hundreds of industries she has not yet made a beginning. With the exception of her packing establishments and immense grain bins, she is simply the market town for eastern and foreign manufacturers, and yet she is marvelous in everything.

There are thousands of testimonials to Chicago's trade advances. The Field store on Wabash Avenue and Washington Street is a monument in brick, and terra cotta and glass to the retail dry goods trade, as the brownstone building on Adams Street is to the wholesale trade. The one shows the old store, on State and Washington Streets—so long the leading store of the city—a mere lilliputian establishment, while the other shows the house, on Market and Madison Streets—so long considered great—a mere barn. As the new part of Lehman's "Fair" compares with the old, so does the trade of the modern department house compare with the old. There has never been in Chicago a concern so full of goods, interest and instruction as another store, a gigantic house of nine floors, covering half a block and containing almost twelve acres of floor space. Next to the Board of Trade building, it was the leader in the van of trade moving southward, and to-day it stands in evidence of Chicago's business growth and of the faith in that growth which animated its owner. The Chamber of Commerce, abandoned by the Board of Trade a decade ago, is now 198 feet from main floor to skylight; contains 900 rooms (distributed among 13 floors), exclusive of the basement, and inhabited, during business hours, by five times as many business men as frequented the former building from November 9, 1872, to 1885, when it was the Mecca of traders in grain and meats. The Rookery, Masonic Temple, Woman's Temple, and the other giant houses typify the growth of trade and commerce as certainly as the Smyth store on Madison Street typifies the advance of the furniture trade, or the Auditorium, Lexington and Great Northern the progress of the hotel business. They are all creations of Chicago's giant commercial instincts, proving the reality of her claims to second place among American cities and preparing her to take first place among them.



CHAPTER VIII.

THE COMMERCE OF CHICAGO.

BY FRANKLIN H. HEAD.

THE location of a great commercial metropolis is never an accident or the result of simple human endeavor. Its position must be one entitling it to supreme advantage in utilizing the forces and facilities of nature. The location of Chicago for convenience in the transaction of commercial affairs was determined long before the ships of Columbus sailed from the port of Palos. The commerce of the red men of America was small; was transacted amid disadvantages which would now seem to be overwhelming; but the commerce between the vast districts which may be described as the valley of the St. Lawrence, which includes the whole territory tributary to the great lakes, and the valley of the Mississippi, centered at Chicago long before Richard, the Lion-Hearted, fought for the possession of the Holy Sepulchre, or before Bayard, the Knight without Fear and without Reproach, witnessed the expiring glories of the order of knight-errantry. In those ancient days, pre-historic so far as America is concerned, the red men of the east skirted the borders of the great lakes in their frail canoes, voyaging toward the Mississippi Valley, and landed their light cargoes at the Chicago River, preparatory to the brief portage to the Desplaines, the nearest tributary of the Mississippi. Here they met and traded or fought with the wild peoples from the great Mississippi Valley, who sought the Chicago River as the entering point of the vast chain of inland lakes and the valley of the St. Lawrence.

Fifty years after the landing of the Pilgrim Fathers the first white men stood upon the banks of the Chicago River, and in 1673 Indian guides led Marquette and Joliet to this same point in their perilous journey toward the unknown regions of the farther west. At this same point, in 1685, a primitive fortification was erected as a protection to the fur traders and missionaries, who sought from this center to establish a commerce and to Christianize the roving Indian bands of the great interior. In 1795 Gen. Anthony Wayne, who thus early recognized the strategic importance of this location by the terms of a treaty concluded with the Indians, secured to the United States the Indian title to a tract of land six miles square at the mouth of the Chicago River.

The causes of the growth of Chicago are not far to seek. They were the same



Franklin A. Hood

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causes which induced the Indians to make here the portage between the two great valleys which to-day contain the bulk of the wealth, population and enterprise of the North American continent. Here was the only available harbor for many miles, and the natural halting place for travelers in either direction around the southern end of Lake Michigan. When the earliest public work of magnitude was undertaken in the State of Illinois (the canal connecting the waters of Lake Michigan with those of the Mississippi), it followed the route which for ages had been the path of the Indians and the fur traders. When the earliest railroads in the new Northwest were planned, their objective point was still the mouth of the same river, which to them had been the center of the modest commerce of the early days. When at a later period of excessive railroad building in the surrounding States, scores of cities were nearly bankrupted by their issuing of bonds as an aid to the building of such roads, no inducement of such character was needed for Chicago. The promoters of such lines realized that their earning capacity depended upon their facilities for delivering freight and passengers in this center of western commerce. During the season of navigation, the chain of the great lakes has been an invaluable factor in the transportation of the coarser grades of merchandise and of farm products between the East and the West, and at Chicago has been the principal point of transfer of such merchandise between the vessels and the railroads. Thus it is that the untutored savages, ages before a white man had seen the mouth of the Chicago River, had selected the route and marked the course of commerce and of empire.

The point having been thus settled by geographical position where the products of the great Northwest should be shipped eastward, as well as where should be the great distributing point, for the Mississippi Valley, of the merchandise from the Eastern States, the rapid growth of the city was aided by other circumstances. Its favorable climate was a powerful factor. The breezes from the lakes and prairies were alike pure and invigorating, and gave a summer climate where all classes of business could go forward without delay from the excessive heat which afflicted St. Louis, for a long period Chicago's most formidable rival.

After its favored geographical position, the cause which, above all other causes combined, accounts for the rapid and continuous growth of Chicago, is the agricultural excellence of the country tributary to the city. Nowhere else upon the face of the earth can be found so large an area of land of equal fertility. A line drawn west, northwest or southwest from Chicago 700 miles long would scarcely touch an acre of worthless land. Chicago is the principal market for the States of Indiana, Illinois, Missouri, Wisconsin, Iowa, Minnesota, the Dakotas, Nebraska, Kansas and Michigan, as well as competing on more than equal terms for the trade of all the region between it and the Pacific Ocean. The greater portion of this vast region specially tributary to Chicago was prairie land and, therefore, capable at once of yielding crops without waiting for the tedious process of clearing up the timber land, required in most of the

country to the eastward. This aided doubly in the rapid growth of the city, by making it at once the market for the vast grain crops of the Western prairies and the lumber market for the heavily-wooded State of Michigan, whence the demands of a timberless region were mainly supplied.

The foundation of the greatness of Chicago has been, first, its commerce, as already roughly outlined; and, secondly, and later, its manufactures. The first requirement for supremacy in manufacturing is cheap power, and here Chicago is again fortunately located. Near at hand, and with the best facilities for transportation, are the vast coal fields of Illinois and Indiana. The coal is not of the highest grade, and does not for all purposes equal the richer coals of Pennsylvania or Ohio, but it answers admirably for the chief uses for which fuel is required, the production of steam and its endless applications. In the production of iron and steel, the cheap water transportation of the incomparable ores of the Lake Superior region enables Chicago to bring together the fuel and ore at a rate at least equally favorable with Pennsylvania and Ohio, where coal is somewhat cheaper and ore more expensive.

In the early days of Western agriculture the scarcity of money among the farming population compelled them as a rule to market their grain of all kinds as soon as possible after its harvest. Increasing prosperity, however, enabled them to use it more profitably by condensing several pounds of grain into a pound of meat, and thus laying the foundations of the vast beef and pork industries of the West. Here, again, the location of Chicago was exceptionally fortunate. Indian corn is the principal cereal used in the fattening of animals, and, considering its facilities for distributing meat products, no other location equals that of Chicago. Its contiguity to the richest portion of the great corn belt enabled it at an early date to pass beyond its earliest rival, Cincinnati, which first wore the title of Porkopolis from the fact of the earlier settlement of its tributary country. The growth of the meat-packing industry of Chicago is one of the marvels of modern commerce. It is, too, an illustration of the value of the concentration of capital into large enterprises, whereby great economies are effected, as compared with the same amount of business done in numerous small enterprises, which characterized the earlier day.

Forty or fifty years ago every farmer usually killed and cured his own meat, and sold his surplus animals to the butcher in the neighboring village. This butcher packed a few barrels of pork or beef, and if he thus accumulated more than would supply the local market during the summer months, he shipped the surplus to the nearest large town. Such method, however, is very costly and wasteful as compared with the system at present pursued at the great meat-packing centers. Here the animals to be slaughtered are collected in vast numbers, where, by aid of steam and machinery, the slaughtering, packing and dressing is performed for a tithe of its cost in a small establishment, where these facilities could not be afforded. This, however, is the least of the economies rendered possible by the modern system. The greatest

advantage is in the utilization of what in a small industry would be known as the waste products. It may be stated emphatically that in a large establishment there are no waste products. Some use, and the best use, is found for every portion of the animal. Every portion containing lard, tallow or oil is made to yield the whole of its fatty product for the uses to which it is best adapted. The stomach of the hog furnishes the pepsin of commerce, whereby the stomachs of the world's dyspeptics are reinforced. Glue is extracted from the hoofs. The bristles go to the brushmaker, the hair to the plasterer. The bones are dried and ground to form the bonedust of commerce. The blood and every other portion of the animal which remains after all that is of other value has been extracted, is mixed with the bonedust and sold as fertilizer, or, more frequently, is deprived of its moisture by evaporation and the residue, known as tankage, is sold to factories, where it forms the nitrogenous portion of the fertilizers of commerce, which are used extensively in the parts of the country where the soils are poor or partially exhausted, and especially throughout the greater portion of the Southern States. In the earlier days of the packing industry in Chicago, much of what was called refuse found its way into the Chicago River, polluting its waters and causing an almost unendurable stench, which was driven by the winds to every part of the city. Urged partly by public sentiment and partly by motives of policy, this refuse matter is now almost entirely utilized, and the packing houses have nearly ceased to be an offense to the nostrils of the people. Thus the value of what to the small country butcher, who cannot utilize it, is worthless, gives a satisfactory profit to the packer in a large city, and the value of this so-called refuse is so great as to render it possible for hogs or cattle to be shipped several hundred miles to a great packing house, and the meat shipped back to the consumer whence it started and sold at a lower price than it could be produced at home. The farmer can make more money by selling his hogs and buying his pork, hams and bacon, than by undertaking to be his own butcher. The result has been the building up in Chicago, with branches at Omaha, Kansas City and other points, of beef and pork merchants, whose trade today dwarfs all other commercial enterprises. Mr. Philip D. Armour, who from an early day has been the leader of this great industry, originating many of its improved methods, and realizing as no one else can the benefit of concentrated capital and energy, sells to his customers more than \$100,000,000 per year of his products, a business probably double that of any other merchant in the world, either in the past or present time. Several other firms, as Swift & Co., Nelson Morris & Co., Fowler Brothers, and others, have established business of vast magnitude, each exceeding, probably, the business of any merchant in any other line in the world.

Chicago's Lumber Trade. It is of interest to consider the changes in the character of the business of Chicago brought about by the changing conditions of its tributary territory. Michigan for a long period was the only district from which lumber could be drawn for the Chicago market. The Muskegon and Manistee Rivers flowed through forests of pine, which for a generation seemed inexhaustible. The

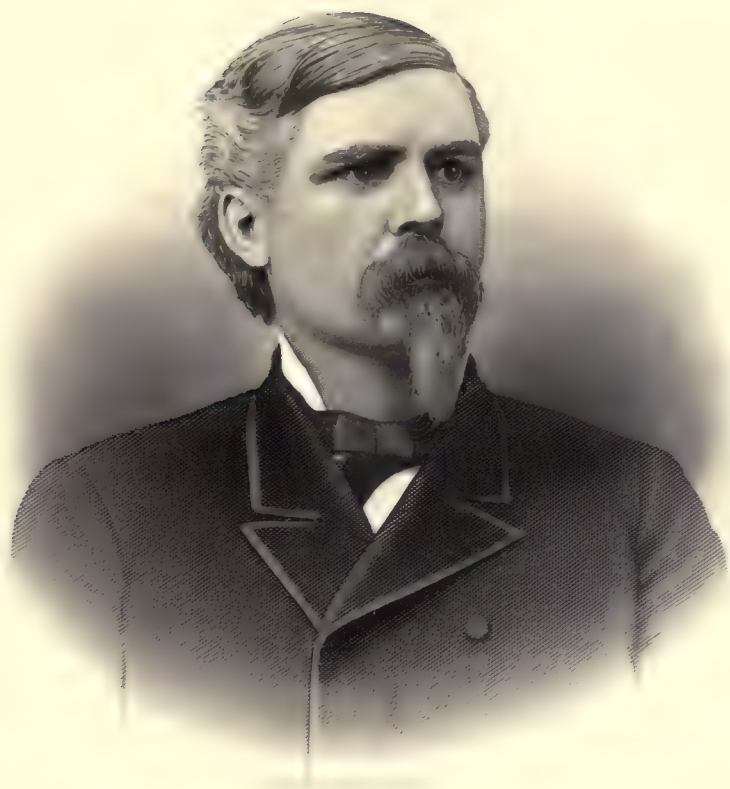
logs were floated to the mouths of these rivers and there manufactured into lumber, which, at an insignificant cost, was transported across Lake Michigan to Chicago. From no other point could the vast prairie district west of the city be supplied so cheaply and conveniently, for here centered the earliest of the western railroads. For a long period, therefore, the lumber business of Chicago was of great magnitude as compared with its other leading enterprises. In time, however, the forests of the lower peninsula of Michigan and tributary to its great rivers commenced to show signs of exhaustion. Production diminished and prices advanced. Simultaneously with this change the vast forests of the upper peninsula of Michigan, along the shore of Lake Superior, of northern Wisconsin and Minnesota, were penetrated by railroads, other roads were built southwesterly from these points through Iowa, Minnesota, Nebraska, Kansas and the farther West, and the new pineries became active competitors for the trade of vast regions formerly supplied entirely from Chicago. In Michigan, too, the lumber manufacturers became wealthy and able to hold and assort their lumber for the retail market. In the earlier days the Chicago dealer advanced the lumberman money upon his logs, received the lumber as fast as cut from the mill and made his profits by seasoning and assorting into the different grades the mill product. As the capital of the mill man increased, he piled his lumber for seasoning about the mill, separated the different lengths and grades and sold direct to the dealer in the country towns, thus avoiding the cost of yarding in Chicago and the middleman's charges. The cargoes largely still passed through Chicago, but were unloaded from the boats directly upon the cars for their destination. Within the last few years also railroads have been built from Louisiana, Mississippi and Arkansas, westerly and northwesterly, into the territory formerly entirely covered from Chicago, and the pine from the vast southern forests competes with that from the north in the markets of Kansas, Nebraska, Iowa and Minnesota. The results of these various changes have been to materially curtail the lumber trade of the metropolis. The territory formerly supplied for a generation entirely with its lumber from Chicago has been in a large measure captured by her competitors. The railroads which built first from Chicago throughout the neighboring western States and gave her the monopoly of this vast trade, have, in turn, wrested it from her. Her territory beginning to be settled with reasonable compactness, and using to-day many times the lumber required twenty years ago, calls upon Chicago yearly for increasing quantities of this great staple of civilization. Her trade is still extensive and large, but has ceased to grow with the increased consumption, is yearly becoming more local, and will, doubtless, decrease still further through the coming years. The causes are simple and easily explained—partial exhaustion of Chicago's source of supply, and cheaper transportation to her former territory from other points.

Chicago's Grain Trade. In the earlier years of Chicago's trade the handling of grain was one of the leading industries. At the first settlements of the territory

west of Lake Michigan the surplus grain was hauled in wagons to the nearest lake port, from whence it was shipped in vessels to the eastern market. Thus various ports from Chicago to Green Bay shipped approximately equal amounts of grain, and in one of the early years the port of Kenosha, from the greater number of farmers in its neighborhood, shipped more grain than any other point on the western shore of Lake Michigan. Dock property there advanced rapidly, as the citizens, considering that this year indicated Kenosha to be the grain shipping port of the great Northwest, prepared for the avalanche of business that awaited them. Kenosha, Racine, Milwaukee, Port Washington, Sheboygan and Green Bay each aspired to the leadership of western commerce, basing their claims upon the fact of their lesser distance from Buffalo than Chicago. Green Bay was over 200 miles nearer Buffalo than Chicago and had a good natural harbor, and because of this fact, so sagacious a man as the first John Jacob Astor purchased largely of Green Bay real estate that he might have a share in the prosperity of the coming metropolis of the Mississippi Valley. Soon, however, the Illinois and Michigan Canal was constructed, and the Galena Railroad, thus bringing a large district of the Mississippi Valley in direct connection with Chicago, and rendering the amount of grain hauled by teams to any lake port comparatively insignificant. Other ports, realizing the value of railroads in transporting grain, built lines of road through the country west of Lake Michigan, and thus continued to compete for the trade, but ultimately all these roads were compelled to make Chicago their real terminal point. Milwaukee was the only port which, for any considerable time, maintained a hold upon the grain trade, but she at length succumbed to the inevitable. The principal reason why grain was handled more economically at Chicago than elsewhere was from the vast quantities of eastern merchandise distributed from Chicago. Green Bay was 200 miles nearer Buffalo, but the owner of a vessel would carry grain from Chicago at a lower freight than from Green Bay or any other Lake Michigan port, because he could get a cargo of merchandise to Chicago, thus earning two freights for each round trip, while he could get comparatively little eastern freight to any other port than Chicago. Matters having thus adjusted themselves, the future of Chicago as the grain shipping port of the whole Northwest seemed secured; her vast elevator capacity was further increased; her grain carriers built fleets of vessels of large capacity to move to Buffalo for the eastern and foreign markets the constantly increasing grain crop of the wheat and corn area. Soon, however, a new factor appeared—the cheap steel rail for railroads. Before the introduction of the Bessemer process for making steel the average life of an iron rail on the great trunk lines was not over eighteen months. The rails must then be taken up and rerolled at an expense of about one-half their original cost. The saving in transportation by the use of steel rails can scarcely be overestimated. It was not alone in the replacing of the rails themselves, but in the wear and tear of the entire equipment of the road. Long before the iron rail was condemned and taken up it became battered and uneven on

its surface, thus rapidly destroying the wheels, loosening and breaking the nails and bolts of the car, and making constant trips of the cars to the repair shops inevitable. In the days of iron rails the car wheel manufacturers gave a guaranty of 30,000 miles' run for their wheels. Now they give a guaranty of 150,000 miles, and even this run is often exceeded in practice by forty or fifty per cent. On the iron rail the largest cars could be loaded with only ten tons of freight. Now thirty to forty tons are loaded in a car without anything like a corresponding increase in the weight of the car itself. The steel rail is considered to outwear ten iron rails, and the life of the equipment, by reason of its even surface, is vastly augmented. Other reductions in the cost of transportation have been made, so that the actual cost of carrying coarse freight over long distances has been reduced at least three-fourths.

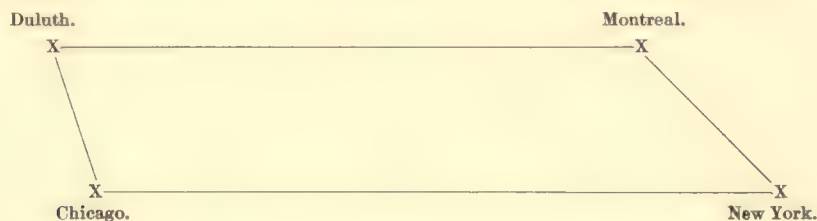
This reduced cost has entirely revolutionized the grain trade of Chicago. When the railroads were laid with iron rails, the cost of carrying grain was so great that almost none was sent East from Chicago by rail. The grain came to Chicago by canal or rail and was stored in elevators. During the season of navigation it moved forward substantially as fast as it arrived, but at the close of navigation the forwarding of grain ceased until the following spring, and the grain accumulated in the elevators until the opening of navigation assured comparatively cheap transportation to the seaboard. But as compared with rail transportation, the water route had certain disadvantages. There was a charge for storage and handling at Chicago, another at Buffalo, another at New York, insurance while *en route*, and from three to four weeks' time as against one week by rail. On rail shipments no insurance nor rehandling was necessary, two or three weeks' interest was saved and the chances of fluctuation in prices were lessened. The result was that, with the era of an increase of east and west trunk lines, the railroads began to compete with vessels for the carrying of grain. They could charge the lake and canal freight and insurance, the cost of three handlings and storages and something more for the shortened time and take the business from the water route at the aggregate of such charges. The result has been that the railroads have carried forward large amounts of grain, not so much for the foreign trade or for New York, as for the use of the numberless small towns throughout the Eastern States, towns requiring from one or two to a dozen carloads per week for local consumption. This grain is largely shipped direct from where it is raised, in Illinois, Missouri or Iowa, to the point of consumption, and while the trade is almost entirely in the hands of Chicago grain operators, it does not appear in the footings of the grain trade of the city. This particular trade has been largely increased by the making of special rates by the railroads from points west of Chicago to the East, which are less than the two rates to Chicago and from Chicago to the Eastern consignee. This amounts to an actual discrimination against the city to an amount often sufficient to divert the business around it. To meet this rail competition, all elevator charges and lake freights have been largely reduced, and the lake shipments are still of colossal magnitude, but the



Yours Truly
J. W. S. Kendall

grain handling at Chicago has ceased to grow with the increased volume of grain products. Not alone has the trade been affected by rail shipments, but the Lake Superior ports, especially Duluth, are forwarding by lake much of the grain product of the Dakotas and Manitoba.

During the season of navigation a large part of the grain received at Duluth can be forwarded to Buffalo from that point nearly as cheaply as from Chicago, as Duluth and the country to the westward require, in addition to considerable amounts of miscellaneous Eastern merchandise, large amounts of Pennsylvania and Ohio coal, and a large aggregate tonnage can be thus employed and furnished with freight in both directions, which is one of the principal reasons for the advantage held by Chicago as a grain-shipping point. An effort is being made, too, by the Canadian lines to take grain from Duluth by rail to the seaboard after the close of navigation, but the route via Chicago has great advantages, and it is not considered that the northern route will have any considerable effect upon winter shipments. The length of rail transportation by the northern route is fully as great, and over a route much more expensive to operate. The great bulk of grain exported must always go via New York for the same reason heretofore given as to Chicago, that it is the great shipping port in and out of the nation, and vessels can thus get cargoes in both directions. Shipments by rail from Duluth or Manitoba, must, therefore, at some point make the southing necessary to reach New York, and this can be more advantageously made *via* Chicago than elsewhere, as is illustrated by the following diagram:



The distance is not far from the same, and the southern route is much the better and more cheaply operated.

The grain shipped by rail and by water from Duluth is very largely handled by Chicago men and Chicago capital, but it does not appear in the records as shipped from that city. The summing up of the whole matter is that, from causes indicated, the grain trade credited to Chicago, while large, and showing no actual diminution, yet appears to cover a gradually smaller proportion of all such business in the territory west and northwest of Lake Michigan.

The Interstate Commerce Law. The effect of Federal legislation to regulate interstate commerce has been largely detrimental to Chicago. The law contained certain much-needed provisions for the protection of shippers, but in its endeavor to place all shipping points on an equality, it ignored a fundamental law of transportation and the natural difference between a wholesale and a retail business. A great

commercial metropolis like Chicago can naturally demand and receive special advantages over smaller towns doing an insignificant business. One provision of the law now is that a railroad shall charge no more for a shorter than a longer haul in the same direction over the same line. Take an example to illustrate the workings of this law. The Lake Shore road will have at certain seasons an excess of west-bound freight, to Chicago and points beyond, with the consequence that presently the road may accumulate 1,000 empty cars at Chicago, which are imperatively needed at New York for Western freight. The grain rate to New York, being (say) 25 cents per 100 pounds, is prohibitive, in view of the Eastern market. Without the interstate law, the railroad company would, rather than to run the 1,000 cars to New York empty, accept for a few days a rate of perhaps half the usual and proper charge. This reduction would instantly redound to the profit of the farmer in advancing the price of his grain, and of the city at large in increasing the volume of its business, and would do no harm to the shipper at points east of Chicago. But, inasmuch as the rate from Chicago cannot be reduced without a corresponding reduction from all other points east of Chicago, where no similar reason for a reduction exists, no reduction at all is made; the railroad company hauls back its cars empty, and the western producer and shipper fails to secure the increased profit on the grain which might have been shipped except for the unwise law. Again, as to the volume of shipments, when grain is moving freely by rail, a train of fifty cars at Chicago can be loaded at an elevator in a few hours and go directly through to the seaboard, thus being handled with the greatest possible economy. But a shipper calls for a single car to be loaded at La Porte. The car must be hauled, as a rule, empty from Chicago as soon as a train is made up which can stop at La Porte, and which can take it. Two or three days will often elapse before the car is loaded, then as many more before a train is passing to which it can be attached. The through trains being made up in Chicago, the single car is necessarily attached to a way-train, is side-tracked a dozen times en route in the remaking up of the train at various stations, and in the matter of the labor of the train hands costs as much as the handling of the entire through train from Chicago to New York. The railroad loses the use of the car for a week or two more than if on a through train, but is by the law forbidden to charge more than for each car on the through train. As the railroad business of the whole country is done at a small advance above cost, the price paid for the through business of the whole country west of Chicago and of Chicago herself, is necessarily increased by the absurd provision known as the long and short haul. The Inter-State Commerce Law, by inducing the two discriminations against Chicago herein named — through billing and the long and short haul — has vastly crippled that trade to which Chicago was legitimately entitled, by virtue of her commanding position and the magnitude of her business, although such law was largely enacted through the instrumentality of one of her own senators, whose sole qualification for legislating on so vast

a problem was the impartiality arising from an ignorance dense and profound, of the whole subject of commerce and transportation.

Chicago's Manufacturing Interests. The manufacturing enterprises of Chicago, by a natural growth and evolution, have come to far transcend in magnitude and volume all her other business interests. At an early day very little could be done in this line. Capital was scarce, rates of interest high, and labor scarce, and therefore commanding higher wages than in the older settled portions of the country. For these reasons manufacturing would be at first confined to articles where the disadvantages named could be overcome by a cheaper raw material, and the freight on articles manufactured elsewhere. This would confine the business at first largely to transforming the cheap lumber from Michigan into building material, sash, doors, flooring, etc., and to repair work of various kinds. As the city grew, and the outlying country became more settled, and as money and labor became more abundant, other branches of manufacturing could be established, and compete successfully with the older industrial centers. The most of the disadvantages enumerated are now removed by time, and the development of the region known as the great Northwest. Banking capital is ample to meet all legitimate demands at reasonable rates, and while labor still receives somewhat higher wages than in the Eastern States the difference is rapidly being equalized. Railroad transportation is now so rapid and cheap that higher wages will draw workmen to the locality where the demand is greatest, and thus tend to an equality in rates of this largest element in the cost of production.

The natural advantages of Chicago as a manufacturing center have already been adverted to in the earlier pages of this article. The American people are fond of seeing the wheels go round, and the tendency is at all times to overdo, rather than otherwise, the production of all articles in which the use of machinery is a large factor. Lively competition in nearly every line has given to consumers the benefit of reasonable prices, and thus induced trade.

The cheapness and abundance of the coal supply of Chicago, securing to her operators low-priced power and cheap water transportation of raw materials, are the great factors in the growth of her leading industries. Iron and steel, everything considered, can probably be produced in Chicago as advantageously, quality being taken into account, as in any part of the United States, for, while the raw materials can be more cheaply assembled at some points in the South, the southern ores are greatly inferior to those of Lake Superior, and the metal produced of a poor quality for the best grade of iron work, and not available for steel making. The southern metal, too, is produced where the local demand is and will be small, and it must be shipped at large cost to the Northern States, while the unrivaled facilities of Chicago for distributing her products through the richest and most fertile country in the world enable her to hold her own against all rivals. She is already the second city in the country in the value of her products, and will soon be first, from the facts of at least equal

advantages in production, and of her market, the future garden of the world. It would be absurd, in a sketch of this character, to enter into details as to the various lines of manufactures, which have gradually found a home in the western metropolis. The largest single industry is the meat packing and shipping business. There is no quarter of the civilized world where the products of this vast industry are not to be found, and in every considerable village in our own country, Chicago dressed meat has largely taken the place of that slaughtered by the local butchers. Next in volume is probably the lumber trade, although not far behind, come the iron and steel products. The sales of the Illinois Steel Company have exceeded \$30,000,000 per year, and hundreds of smaller plants turn out nearly everything made of iron or steel called for by the country tributary to Chicago. Vast numbers of people find employment in the manufacture of all varieties of wearing apparel.

Some of the leading national industries have not yet gained a footing among us, notably the production of cotton and woolen goods, largely, because, as a rule, these articles are manufactured at a small margin of profit, and in locations where skilled labor in those lines is abundant, the natural facilities good, and the trade firmly established.

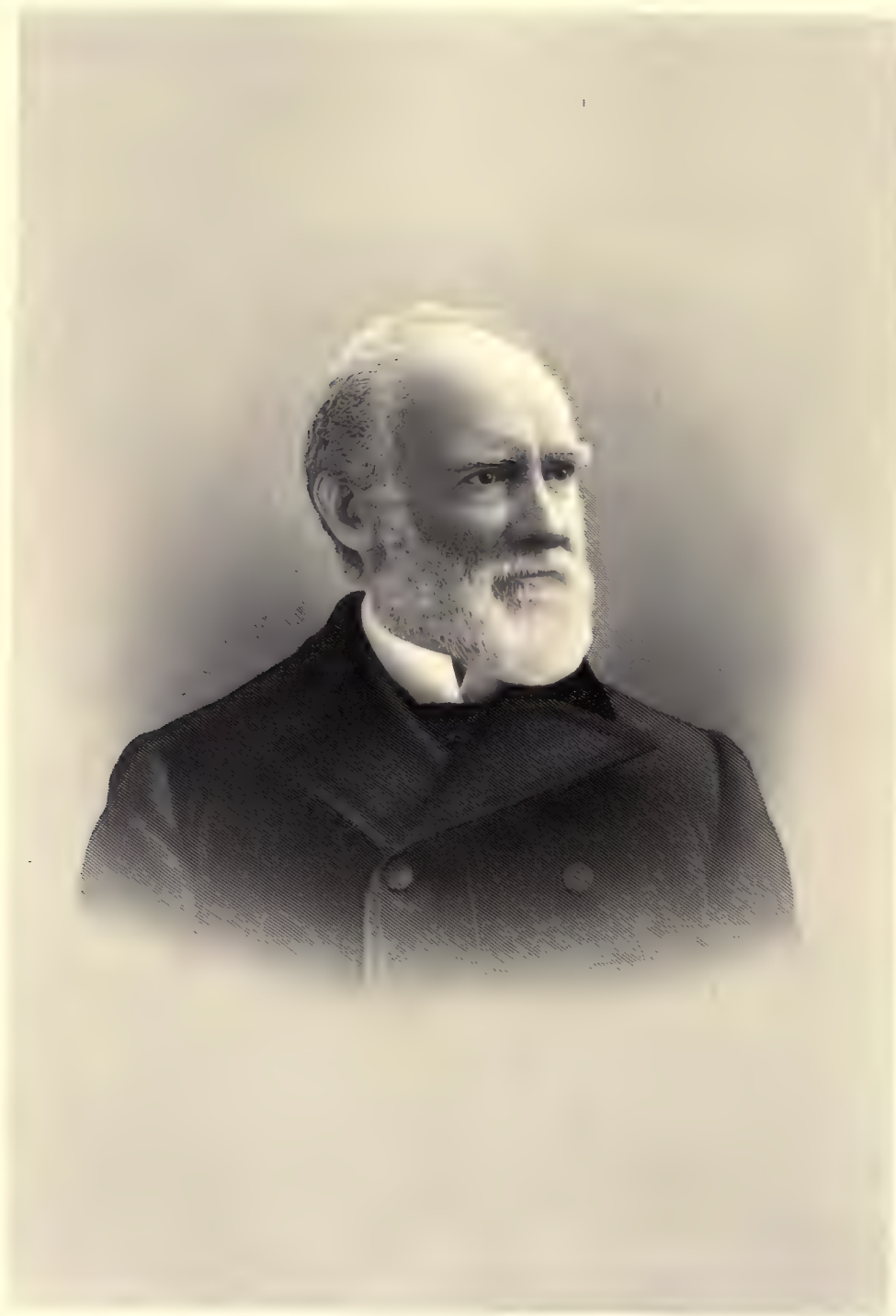
Labor Troubles. From her very prosperity, Chicago has been a fruitful field for the professional labor agitator, who works with his jaw, whose individual prosperity and influence is based upon the misfortunes of his dupes, whose occupation is gone, and whose income disappears unless he can stir up discord between the employer and the employed. Few people would now question the value to the wage-earning class of properly organized and managed labor associations. Such organizations are much more efficient and valuable in England than with us, because, by a natural evolution, they have passed in a great measure beyond the stage of strikes and violence, and confine themselves to the advancement of the welfare of their membership by rational methods, by inducing habits of sobriety, economy and thrift, by aiding the sick or unfortunate, by promoting efficient workmanship among their members, and harmonious relations between employers and employes, with a fair regard for the rights of each. There is no question but some of the causeless strikes, fomented by anarchists and other public enemies have interfered with the growth of the industrial interests of Chicago, have caused vast losses of wages to workmen, and kept many enterprises from being established in the city; but time and a better understanding on both sides will ultimately reduce these troubles to a minimum, and place Chicago at least on an equality with her competitors in this regard.

The Future of the Metropolis. No question possesses greater interest to citizens of Chicago than the one whether the seemingly phenomenal growth and prosperity of the city are to continue through the coming years. The present (1893-94) depression and shrinkage in volume in all lines of business are common to all the country, and are no criterion as to the future of her commerce.

To form an intelligent opinion on this subject, certain factors must be considered. Only a certain proportion of the population of the world can live in cities, but this proportion has been largely increased within the last thirty years. The great improvements in farm machinery, whereby one man can cultivate five acres of land with the same amount of manual labor formerly bestowed on one acre, have enabled for many years a constantly decreasing proportion of the farmers to produce the food of the world. The building of this machinery is one of the reasons why increased numbers of people can live in the cities, and find there a reasonably satisfactory employment. A city originates no wealth. All wealth originates in the earth. Its fields, its forests, its mines or its waters. The cities, the necessary homes of all commerce, give to the raw materials from the earth an added value by fashioning them into articles for use for the human race, or by exchanging the surplus products of one region for the surplus products of another, to the great advantage of both. For this manufacturing of raw materials, and for the transportation and exchange of commodities, the people of cities receive as a compensation, the added value thereby given to such commodities. The cities, however, cannot prosper except the country does also. The cities would be bankrupt except for customers to purchase the wares to which they have given added value. The greatest factor, therefore, as to the future growth of Chicago is the problem whether the country tributary to her can purchase a constantly increasing volume of her manufactures or imports. Has the country tributary to her capacity for increased production and thereby for increased purchasing power?

This question can have no other than an affirmative answer. In the great States of Illinois, Indiana, Michigan, Iowa, Minnesota, Wisconsin, Kansas and Nebraska, the bulk of whose trade centers in Chicago, not one-half the arable land has yet been plowed or cultivated. Land has been so cheap and abundant that the part which has been cultivated has been farmed in a superficial way. The State of Illinois alone, were the land farmed as in Holland, Belgium or France, could easily feed the present population of the entire nation. The eight States last named could easily sustain ten times their present population, and this increase is ultimately to come. Chicago, directly and indirectly handling the surplus of this territory, and supplying its commercial wants, will grow and prosper with it. Nor is her commerce limited in any regard to the territory specially named. The food products of her territory are distributed by her over the entire country between her and the Atlantic Ocean, as well as to a lesser degree, over the entire South and farther West. She has this commerce now in hand and the capital and enterprise to retain it against all comers. Her advantages in certain classes of raw materials enable her to manufacture these materials in easy competition with the older industrial centers of New England. The wonderful fertility of the grain fields, and the vast mineral deposits of the Lake Superior and Rocky Mountain regions of the great Northwest, have stimulated the

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Thomas J. Ryan

CHAPTER IX.

THE WORLD'S COLUMBIAN EXPOSITION.

BY THOMAS B. BRYAN.

CAN you who have lived in some romantic region, in rolling or mountainous countries, or amidst the wonders of art and architecture in centers of older civilization, conceive contentment in some plantation of our plains? And yet, a generation of men and women has grown to middle age in the dreary surroundings of such communities. These towns, thrown up over night, present a tedious monotony of right angles, business blocks, churches, dwellings and even occasional mansions, all built of boards of a Noah's Ark style. The only picture most of their inhabitants have looked on has been a treeless stretch of flat land, traversed by muddy highways. And amidst such surroundings millions of people have reached maturity without a glimpse of anything to inspire them, unless the firmament by night, and an occasional angry outbreak of the heavens by day. Bring a denizen of one of those settlements, where materialism has culminated in a stupid and hopeless stagnation, to the shores of an inland sea, beautiful in its ever-changing moods; place him on one of the floating palaces of Lake Michigan's white fleet; carry him to those white gates of a stately colonnade, surmounted by noble groups of statuary, first pausing that he may read the inscription:

"Ye shall know the truth,
And the truth shall make you free."

and then let him enter. Give that being whose imagination has been warped even but a second to contemplate that scene of enchantment, that sublimest architectural combination ever created. Send him back then, if you please, to his humble abode in the unpainted wilderness, and you will have wrought in him a change. You will have kindled in him a spark of inspiration, stirring the latent love of the beautiful and noble that exists somewhere in every soul. You will have awakened in him a realization of what the combined wisdom and taste of his fellow-man can accomplish and stir some dormant ambition to emulate, however humbly, those higher attainments. This is what Chicago and her enterprising citizens attempted for their fellow-countrymen. A rich fruition is looked for with confidence.

The organization of the World's Fair movement in Chicago had the educational end first in view. Theirs was the philanthropy that begins near home. They played

upon every string to effect their high aim. They appealed to the greed of the grasping money-maker; they showed him a good investment. The sinews of enterprise were thus procured. In others were sowed the seeds of ambition, easily gratified by exertion made at no great sacrifice of business interests. Thus spirits that had surmounted the highest obstacles in creating vast and varied industries were tempted into the undertaking. Above all, the marvelous civic pride of the phoenix metropolis was appealed to, responding in tens of thousands of subscriptions. Well nigh 30,000 individuals contributed in sums varying from 100 cents to \$100,000 to the glory and improvement of the region. In the same spirit 750,000 western people flocked to the White City on a day dedicated to the honor of the metropolis which created this modern wonder.

And what a struggle it was to gain the site for Chicago, and once gained to settle on a suitable place in the city. As far back as August 1, 1889, the first steps were taken toward securing the Fair for Chicago. A memorable meeting, called by Mayor Cregier, assembled in the council chamber. Resolutions emphatic in their demand for the Fair's location in Chicago were adopted with much earnest enthusiasm. Subscriptions followed promptly. A bureau was opened, committees appointed and the campaign vigorously begun. New York, St. Louis and Washington made a similar start. Their *modus operandi* differed mainly in this: They directed all the shafts of their united venom against Chicago. William Waldorf Astor made himself especially ridiculous by a snobbish screed written for the *Cosmopolitan Magazine*. Herein they betrayed their jealous weakness. The advocates of Chicago, on the contrary, concentrated their efforts in advertising the merits of their position, its transportation facilities, its centrality as to population, the cooler summer climate and its admirable sites. One committee flooded the country with literature enlightening the people concerning Chicago's exhaustless resources. Another sent out the best speakers that could be secured. And still another watched and promoted legislation in assemblies, State and national, while the business end was looked after by men of established sagacity and success in affairs. So impressed were the prime movers favoring New York with the methods of their competitors in Chicago that they repeatedly appealed to their western rivals, through the ingenious and untiring secretary, Mr. E. F. Cragin, for suggestions concerning their mode of procedure. This information was magnanimously granted, as the whole western campaign was conducted on a high plane, though with vigor and persistency. War was carried into the enemies' country—battles were fought and won against St. Louis in the West and Southwest, against Washington in the Southern States and closely contested struggles with Gotham for New England. But it was reserved for Washington to witness the battle royal. A most efficient committee had prepared the way by conciliatory work among senators and representatives. At its head was an ex-congressman of long public experience. And yet the odds seemed to be largely against Chicago. New York had the advantage

of proximity to the capital, of unlimited wealth which it was ready to lavish in the attainment of the goal, that is, in obtaining, if not in perfecting, the exposition. Its confidence was supreme. A hundred New York representatives, mostly millionaires and actually representing in personal ownership several hundred millions of dollars, invaded Washington. They besieged the capitol and with serene confidence marched in solid phalanx into the hall where the discussion was to be heard. The scene was a notable one. Senators and representatives, attracted chiefly by the fame of Depew and of Cockran and the wit of Maj. Jones, St. Louis' champion, packed the hall. Some of the auditors, while inclined to favor Chicago, still felt pity for the western city when they contemplated the array of influence and money presented there by New York, contrasted with the comparatively meager and unknown representation from Chicago. The latter, however, were armed with facts, more potent than rhetoric, and being so fortified to present Chicago's superior advantages, they relied upon such data at command with which to combat the eloquent champions of the competing cities.

After Chicago had so encountered the imposing array of wealth and influence and oratory before the committee the fight was pushed to a speedy winning in the House of Representatives itself. St. Louis and Washington took their defeat good-naturedly. They recognized the patriotic fitness of giving the American people a chance to reach their own exposition most easily and inexpensively. They knew that few foreigners would be deterred by an extra twenty-four hours from visiting our World's Fair, and that the absence of that handful would be many times offset by the benefit resulting from the knowledge of the interior of our country, which those visiting Chicago would gain by going right into the heart of America. New York, however, sulked. But that is all in the past; there let it rest.

Chicago went right ahead with its work. An Illinois company was incorporated with forty-five directors, comprising some of the first citizens of Chicago. The first officers elected were: President, Lyman J. Gage; first vice-president, Thomas B. Bryan; second vice-president, Potter Palmer; secretary, Benjamin Butterworth; treasurer, A. F. Seeberger; auditor, W. K. Ackerman. Congress had changed the date of the opening of the exposition from 1892 to 1893. This gave three years to accomplish more than was perfected in Paris in six. From three or four available sites one had to be chosen, and thereupon arose another contest and consequent delay. Most of the directors, and probably a majority of the citizens at first preferred the open space called the Lake Front, a vacant plat of some sixty acres at the very hub of the city's semi-arch and facing the lake. It was argued that the shallows between the break-water and the shore could easily be filled in to supply the additional three hundred acres, then deemed by some enough to meet all requirements. A few of those who had studied the subject carefully from the inception of the movement, earnestly combatted this plan, advocating a northern or a southern location, more nearly ready for

occupancy. One plan proposed was the purchase of fifty to sixty acres of ground adjoining one of the parks, permanent buildings to be erected on the former and temporary structures on the latter. This plan would have secured a lasting and magnificent memorial of the great Fair, and indeed a perpetual or annual exposition that would have brought tens of millions of people and of dollars to Chicago in years to come. Jackson Park, a partially improved pleasure ground bordering the lake at about seven miles from the center of the city, was at last selected. It consisted of some 600 acres, improved and unimproved, the latter in a chaotic state of sand mounds covered with a scraggly growth of brushes and stunted oaks—a herculean task that confronted the architects and landscape gardeners who undertook in so short a time to transform this apparent waste into a paradise. Root, in whose brilliant imagination the magnificent picture of the White City, bordering the Venetian-like grand canals was first formed, did not live to see that vision realized, but millions of his countrymen cherish gratitude to him as well as to his surviving partner and the associate architects and landscape gardeners, for the magnificent conception and splendid execution of plans that brought honor to themselves and to the whole country.

Further legislation was needed to enable the city to issue bonds. That public spirited executive, Gov. Fifer, convened the General Assembly of Illinois in extra session in the summer of 1890. Sweltering in the hot days of an oppressive summer, the patriotic representatives of Illinois, and several officials of the exposition, consulted together until they framed and passed a satisfactory measure, not however, without some pronounced opposition. Thus the city was authorized to pledge \$5,000,000. By active canvassing more than a like amount was raised from individual subscriptions. A national commission was created by Congressional action, consisting of two representatives and two alternates from each State, besides eight commissioners at large.

In the spring of 1890, commissioners, then mainly honorary volunteers, began to depart for foreign countries. One of these visited England, Paris, northern Germany and the Scandinavian countries, the first to do missionary work in Europe. Said the *Pall Mall Gazette* in introducing an interview with him:

"That the Americans, when they have a big thing in hand, are not accustomed to let the grass grow under their feet and rely on their power of rapid organization at the last is clearly proved by the fact that they are already devising every means for securing success to the World's Fair, which is to be held in Chicago 1892-93, and to 'lick creation,' by presenting to the world one of the most marvelous exhibitions of the world's wealth and greatness that has yet been set before the eyes of men. The Paris Exhibition of last year will pale before it, and, if the latest reports from America be true, the engineering feat of the Eiffel Tower will find more than its equal in the filling up of half of Lake Michigan by the Chicago engineers, in order to provide standing ground for the exhibition and all its world."

In view of the events that have transpired since, it may be interesting to present

the substance of that first presentation to the British public of the plans of the Exposition promoters, indicating how thoroughly they had outlined a policy which was subsequently carried out. Said the American commissioner:

"The World's Fair is to be held in 1892-93, to commemorate the finding of America by Columbus four hundred years ago—in 1492. It seems to us, therefore, that it will be entirely distinct in its scope from the exhibition of 1876 at Philadelphia, which was intended to celebrate the Declaration of our Independence. That was a peculiarly United States celebration; this is not only Pan-American but cosmopolitan. The discovery of America was a matter which affected the whole world, and from which the whole world has since profited. Hence we shall call it 'The World's Fair,' because we hope that the whole world will join in celebrating the quarter centenary of Columbus' discovery.

"Does the whole of the United States join in the celebration? The World's Fair National Commission consists of two deputies from each State with two proxies. Mr. Chauncey Depew is a New York representative. One of these representatives in each case is a Republican and the other a Democrat, so that both big parties will join in the Fair. A bill was passed through Congress last May fixing the locality at Chicago, and a local directorate has since been formed of forty-five citizens of Chicago, all men of substance and satisfied ambition, who have nothing to gain from the commercial side of the Fair, and a site has been chosen on the shores of Lake Michigan. We are now engaged in obtaining support from every country in Europe. We can spare none—you least of all. We have two representatives even in Japan. We hope to make a specialty of our British section by way of contrast to the Paris show.

"But suppose you boycott us? We are both Republicans and Protectionists: the Tories hate the former and the Liberals the latter with all their hearts.

"But, for this occasion only, we shall, of course, let in all goods free of duty. No exhibits will pay a penny to the State. And surely here is a chance for free-traders to show that their products are finer. Besides, though we are Republicans, we have never had a reign of terror, and we have always treated aristocrats with the greatest lenity—a policy which we still pursue, especially the feminine part of us. In fact, as we stand in a sense outside European politics, we hope to find all forms of Government friendly to us. We hope to get exhibits from every European country. But the exhibition will be primarily national.

"In short, we will be fair to the world but partial to ourselves?—Precisely. We shall attempt to give faithful representations of the history of America from the time of the caveman down to the modern New Yorker. In this we hope to receive assistance from all parts of America, south as well as north—and we shall not omit either the Aztec or the Red Indian. We also look to having a very fine show of art. Perhaps we shall convince the world that there is more in American art than they suppose.

"But why is the Fair to be at Chicago, and not at New York or Washington? Ah, that is a very sore point with the inhabitants of the three competing cities, New York, Washington and St. Louis, but Congress decided definitely that Chicago was the best and most central spot for the World's Fair to be held at, and I think that they were perfectly right. New York is on an island, and the Fair would have to be held on the mainland away from the city. Washington is merely a village in

comparison with the big modern cities. Its sole purpose is to house the Government, and every American who believes in the isolation of the Government, agrees with us in deprecating the collection of an immense mass of people at this spot. Chicago, on the other hand, is at the very central point of population, is in the center of huge plains, which will afford excellent ground for hotels wherein to house the people, is a large, accessible, and beautiful city, and inhabited with as characteristic an American population as any city in the States."

From Scandinavia and northern Germany had come such a large and influential element of our population, the liveliest interest was manifested in the proposed exhibition. The reciprocal benefit of establishing closer commercial relations with their kin beyond the seas was easily made manifest to the thrifty Northmen.

In the winter of 1890-91, while the work in Jackson Park was being pushed with masterful vigor, a band of naval officers was detailed to visit the Central and South American countries in quest of exhibitors. They were under the general direction of that enlightened and indefatigable Pan-American propagandist, William Elroy Curtis. Their labors resulted in superb fruition. Probably more closely, and with more practical benefits even than the Pan-American Congress, the Columbian Exposition bound this nation to the Latin republics of the Western Hemisphere.

The mission of Messrs. Butterworth, Handy, Peck, and Lindsay to England, Northern and Central Europe, was a triumph of accomplished good. First in England, where they were royally received and effectually assisted by Mr. Robert McCormick, they enlisted instant support. The crowning service which they rendered the Exposition was in Russia and Germany. The magnificent exhibits of those countries were testimonials to the labors of our commissioners, and of those whom they enlisted in the work. The Emperor of Germany himself gave a helping hand to glorify Germany in Chicago. Russia, which had hesitated and then declined to accept the invitation to participate, reconsidered when the Commission made clear the advantages to be derived from a fine exhibit of the resources of the mighty empire.

So did Italy. When, in the winter of 1891-92, another commission, headed by the vice-president of the directory, visited Rome, there was a disinclination on the part of the Italian authorities, because of lack of money and of a precedent of never officially taking part in expositions, to participate governmentally in ours. The Premier Rudini and King Humbert, through the efficient offices of the charge d'affaires, Mr. Remson Whitehouse, gave audiences to the commissioners, which resulted in a reconsideration of their adverse decision. A distinguished commission was named, and a creditable presentation of the artistic manufactories made. The ideal queen, Margherita, at the request of one of the ladies of this party, in a private audience accorded her, entrusted her priceless collection of laces to the Countess di Brazza, and several leaders of Roman society added theirs. Through this commission also, Pope Leo XIII. heard for the first time of the Chicago World's Fair. This lively interest in America the aged statesman expressed to the commissioners in the most enthusiastic manner, empha-



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sizing his friendly co-operation by a cordial letter, said to be unique "because addressed to a non-Roman layman, in behalf of a public enterprise, and signed by the Pope in person." This interest was further supplemented by generous contributions from the Vatican.

Through Austro-Hungary, the Balkan peninsula, the Ottoman empire, even into Asia Minor, in Greece and the Northern African countries, and in Spain particularly, like efforts were made by the commissioners to Southern Europe to gain the more original character of exhibits and concessions. Success exceeded expectation. Increased demand for space resulted. Although covering twice the territory of any previous exposition, this even was inadequate to satisfy the quest for space of home and foreign exhibitors.

With the first commission sent to Europe, representatives from England, Germany and Denmark returned. Previously the diplomatic corps from Washington had visited Chicago. All these foreign emissaries were entertained with lavishness little short of royal. They must have taken away the impression that, in addition to their business ability, the promoters of the World's Fair and their leading townsmen were possessed of a spirit of hospitality which guaranteed for all credentialed comers the warmest sort of welcome. When invited to visit the Fair, the president of the Military Club of Paris regretted that his age obliged him to forego the pleasure of accepting the proffered enjoyment, but said: "Do for the first Frenchman what you would have done for me." (*Faites pour le premier Francais ce que vous auriez fait pour moi.*) In the same patriotic spirit the rank and file of Chicago people extended even to their friends all the bounty that their means could command.

The season of preparation passed quickly. From the Lake and its shores one could see, miles away, the mighty mastodon-like structure of the Manufactures building—first resembling a huge iron-ribbed antediluvian monster—quickly being transformed into a marvel of classical symmetry. In deference to New York's desire to celebrate the 12th of October, the dedication of the World's Fair buildings was postponed till the 21st. A great ball inaugurated the ceremonies. This was in some respects the most brilliant ceremony ever witnessed in America. As a ball room the Auditorium has no equal: with the orchestra stalls floored over to a level with the stage, making an oval large enough to accommodate a thousand dancers. From thirty-two boxes hung the banners of as many States, in honor of their governors, who came accompanied by their staffs in full uniform. Gens. Schofield and Miles, with a host of army and naval officers, did honor to our United States. A cardinal, with the papal nuncio and several archbishops, glorified one box with their gorgeous robes. From Washington, plumed, gold-laced and be-diamonded, came the diplomatic corps, representing every land, as did a host of foreign commissioners, likewise in brilliant and varied uniforms. The vice-president of the United States, in the absence of the president, who watched by his wife's death-bed, was the center of respect. Every city

of the Union, and many from beyond oceans, sent the pick of their beautiful women, so that nothing was lacking to give brilliancy to this international function.

The following day a civic parade, with its unending variety of organizations, dazzled the multitudes from abroad. The national favorites among the governors of states, as they rode by, handsomely mounted, with brilliant suites — McKinley and Flower, Russell and Fifer—divided the wild enthusiasm of the mass of humanity which packed the streets, filling every window, blackening the housetops and cornices, and hanging to trees and telegraph poles. Chicago was a mass of bunting, the Columbus colors, red and yellow, prevailing. Most beautiful and unique of all the lavish decorations at the celebration was the parterre of several hundred school children placed on an incline of seats in front of the Government building, and clad in red, white and blue, forming a prodigious flag of our country. Perhaps never was there a more stirring vision than this living copy of the stars and stripes, when they rose together to cheer some passing hero.

The consummation of this celebration was the dedication day itself — as bright an autumn memory as could be imagined. Through Michigan Avenue and Grand Boulevard a long line of carriages conveyed the dignitaries, with appropriate escort of cavalry, to a spot in Washington Park. Then a halt was had to review the fifteen thousand troops encamped near by, which included infantry, artillery and cavalry, white, negro and Indian, of the United States, and some twelve thousand picked state troops. These preceded the carriages over a high viaduct into the Fair grounds, and marched, men, horses and cannon, into the colossal Liberal Arts building. Even to those who had dreamed of the sublimest consummation of man's taste and energy that had ever been attained, the first sight of that Exposition panorama was an entire gratification. It was a dream realized. The superb colonnades of purest classical and renaissance conception, silhouetted against the blue lake, with lagoons as near mirrors on all sides, and a verdant island in their midst, made up a picture never equaled by Claude Lorrain or Turner. Five thousand voices raised in jubilee seemed but as the melodious echoes of some distant chorus. The oratory of the famous speakers died like a whisper in that greatest auditorium, four times larger than St. Peter's, and containing that day a hundred and fifty thousand souls. Have you ever seen a flight of wild pigeons or a migration of sea gulls, when to the very horizon there was a fluttering of white wings? Similar was the effect of the myriad handkerchiefs waved in welcome of celebrities as they appeared upon the platform during the dedication ceremonies. An army of ten thousand men can, it is said, be lost in St. Peter's at Rome. This was realized to be no exaggeration, for 15,000 troops, including cavalry and artillery, were hardly noticed in the vast assemblage gathered in the Manufactures building at this inaugural celebration.

The winter preceding the opening of the World's Fair was the coldest for many years, and the spring months were marked by continuous rain and bleakness. Not-

withstanding these drawbacks, the Exposition was farther advanced toward completion by May 1, than had been any previous international fair.

In taking a broad view of our great World's Fair, a birdseye view, so to speak, after the mind has had time to recover from the shock of admiration at the surpassing artistic effect of the grouping, the façades, the architecture, the whole *tout ensemble*, one begins to think of causes and to ask how this and that is done. At least, an American is very apt to do so. I mean the causes from an engineering point of view. We saw everywhere manifestations of power, light and heat in abundance, but the impulse seemed to come from some unseen hand. Those who remember the Philadelphia Centennial Exposition may recall the fact that the life and movement of the fair was confined to one building, Machinery, and that all else was dumb and still. Furnaces fed with coal produced steam which moved the great Corliss engine, and from this center of vitality, through a maze of shafting and belting, power was communicated to the other machines. Light came from the gas mains, and heat, where required, was furnished by coal stoves and ranges. Not so at Chicago. Machinery moved in the various buildings, but there was no shafting, nor fire, nor steam. Lights flashed everywhere with meteor-like brilliancy, but there was neither flame nor wire suspended from pole to pole. Stoves baked or roasted without flame or fuel. Boats shot noiselessly and swiftly about the lagoons, impelled by some unseen power. No wonder it was called the "Magic City." Let us search out the arcanum of these mysteries, the central seat and workshop of the magician of modern science.

The Palace of Mechanic Arts, although devoted to a ponderous and unornamental class of exhibits, was indeed a palace in its exterior appearance. The architects, Peabody & Stearns, of Boston, were given the problem of constructing a building upon the Court of Honor, directly facing the grand Administration dome, which should be not only architecturally in keeping with its magnificent surroundings, but should be suitable to the practical needs of a hall for the exhibit of the heaviest machinery. The problem was admirably met. The design chosen was based upon the Spanish renaissance, in which were incorporated features from the fifteenth century cathedrals and palaces in Seville and Cordova. It would be needless to tell how much it cost and how many million feet of lumber and thousands of tons of iron were employed in its construction. We shall forget these details, but we shall never forget those magnificent Corinthian porticoes, with richly gilded capitals; the classic colonnades; the towers and spires of most delicate tracery, an angel poised on each; nor, above all, that almost celestial music, the joyous chimes which pealed forth from the high belfry every day at set of sun. Passing through the portal, beneath the grated Spanish windows, how wonderful was the change! For a moment we were in Old Spain, now we were in Young America. Passing by many a ponderous machine, French, German or English, we followed our intelligent guide to the very back of the building, to the Annex where the boiler plant was established. Here two score and nine of leviathans of the largest

size and latest pattern were roaring and trembling under the pressure of confined steam of thirty thousand horse power. But there were no stokers, no dust nor ashes, and the granitoid floor was as clean as a Dutch kitchen. These were indeed the furnace fires of the gnomes, the seat of power of the Wonder City, but whence came the fuel? There was not a pound of coal nearer than the Mining building, nor a gas tank on the grounds. The fuel used under these immense boilers was pressed ages ago from the carboniferous strata and stored in subterranean reservoirs beneath green pastures in Ohio. From thence it was pumped to Jackson Park, in Chicago, and fed to the furnaces through valves automatically controlled. The southern range of the Machinery building was occupied by the power plant which has been aptly described as the heart of the great Fair, taking the artery blood of steam and transforming it into the light-giving, power-awakening blood of electricity.

Let us examine it somewhat in detail; it is surely as worthy of cataloguing as were the ships which sailed against Troy. First, seven Worthington circulating pumps of 5,000,000 to 15,000,000 gallons per day capacity, these to supply the boilers with water from Lake Michigan; four air compressors used in operating the extensive sewerage system by which the difficult sanitary problem of this populous locality was operated to perfection; and forty giants of shining steel connected with electric dynamos for furnishing power and light to all parts of the fair. At the head of these, in stately grandeur, stood the mammoth Reynolds-Corliss Engine of 2,000 horse power capacity and half as much again maximum load (half the size and twice the strength of the Philadelphia giant). Its large cylinders were high enough for a tall man to walk through, the dividing pulley, thirty feet in height with seventy-six inch face, turning at the moderate pace of sixty revolutions per minute. Two immense belts six feet wide, one over the other, formed the connecting link between steam and electricity, and turned the armatures of two Westinghouse 10,000-lamp dynamos built especially for this service. These twin genii of the lamp furnished the current for the galaxies of suns that shone in the firmament of the Manufactures building upon the other side of the Grand Basin. But still more remarkable were the lesser giants who threw off the belts which ancient custom had given them, and grappled with the monster dynamos like naked gladiators, and made them do their bidding. The "direct coupling" marked a great advance in engineering. Of the exhibits themselves in the Machinery building, I must leave to experts to talk. We well know to what perfection Americans have brought machinery for all purposes, until it takes the place of hands and brain, backed by the power of the steam engine or the dynamo; yet it will not do to believe that we have reached perfection in all the various branches of mechanism, nor that we could find nothing to learn of the many specimens of their work exhibited by Germany, France, England and the other nations. One display which attracted me repeatedly, as it did thousands of others, was the long array of printing presses, type-setting machines and other appurtenances of the art which is the

preserver of all arts. The type-setting machines, worked by a keyboard with the speed of a typewriter, picking out and setting up the type, casting it from the metal and again automatically distributing the type, was perhaps the most marvelous of this class of machinery, and showed to what perfection we have brought a work which for four centuries has been entirely manual.

To supervise the installation and conduct the operations of a department that consisted in part of a working power plant as large as a fleet of ocean steamers required a practical engineer, and the Director General was fortunate in securing the services of Chief Engineer L. W. Robinson, U. S. N., who was granted a two years' leave of absence (?) for this purpose. Lieut.-Commander Robinson personally inspected the construction of the building and the installation and setting up of the vast and complicated machinery and the great boiler plant, beside supervising the negotiations for securing the most important exhibitions from this and other countries. So successful was he that, from the moment President Cleveland touched the button which set the great Allis engine in motion, on May 1, until the machinery stopped, in November, not a hitch or break in all that vast and complicated plant occurred.

The Machinery building and the Electricity building were bound together, isolated, as they seemed, by ligaments as vital as those which connected the Siamese twins. There were two avenues of communication between them, one known to the general public, lying across the Court of Honor at either side of the Administration building, and another known only to those connected with the operating service of the Fair, the constructors and engineers. This avenue was subterranean, a gallery extending from a point beneath the floor of the Machinery building, within a ball's throw of the great Allis engine, in a straight line to the southeast corner of the Electricity building. Along either side of the gallery, which was about seven feet wide by six high, and lighted by a long row of incandescent lights, were strung upon brackets wires and cables, heavily insulated, carrying currents of various powers and intensities for electric light, heat and power. It was not a reassuring thought to a timid person to be informed by an electrician that one of these cables carrying the deadly alternating current of several thousand volts or ohms or watts was capable, if there should be an imperfection in the insulation, of cutting curious capers with the lighting current committed to its charge. However, there were no accidents, thanks to good workmanship, and the visitor who was so fortunate as to gain this introduction to the hidden mysteries of the Fair emerged through a trap door into the Electricity building thankful for his life and richer by a novel experience.

In its outward manifestations of that subtle power which we have been at pains to trace to its source, the Electricity building—not Electrical, good friend—was the most interesting of all. And there is something about the building, too, not generally known, which is very characteristic of the builders of the Fair. I was criticising its pepper-box turrets one day, when the following explanation was given: When the

plans of the buildings upon the Court of Honor were distributed among the architects it was with a perfect and loyal understanding that each design must be in sympathy with the grand design of the whole court, as it had been arrived at after much study and consultation. The drafts of the buildings were brought in and discussed with this end in view, and never before was there a company of artists who were more thoroughly unselfish and more wholly devoted to their art than these. When Messrs. Van Brunt & Howe showed the completed sketch of the Electricity building (as it will be remembered in the earlier pictures) it was suggested that the tall two-story turrets would be out of harmony with the Manufactures building, upon the one side, and the Mining building, upon the other. Mr. Van Brunt saw the force of the objection, and, though recognizing that it deprived the building of individuality, without a word, drew a heavy mark across the offending towers. That picture, more eloquent than words, should be preserved among the archives of the Columbian Exposition, a lesson of self-sacrifice to art.

The Philadelphia Exposition will always be remembered as making the first great stride in electrical science. The first dynamos of the practical modern type were shown there, and attracted much attention from electricians, although rude affairs compared to the beautifully-made and powerful machines of to-day; and there were the Bell telephones and the beginning of the electric arc light. Important as they were, they were but beginnings, and all together occupied less space than some of the smallest individual exhibits at Chicago. To attempt to recount, however briefly, the technical advances made in this science since the Philadelphia Exposition, would require a scientist, and one, too, at the head of his profession. I can only speak of the broad results, the features that impress themselves clearest upon the mind after a year has elapsed since the close of the Fair. First, there was the abundance of light, a prodigality in its use which surprised even visitors from Paris, noted as the most brilliantly-lighted city of Europe. Night was literally turned into day, not in the Electricity building alone, but in all the exhibition buildings and throughout the 550 acres of Jackson Park. Paris was thrown into the shade, and all other cities were abodes of darkness by comparison. In the Electricity building we found splendid towers of light and other displays of lamps, in connection with ingenious circuiting apparatus, Tesla's lightning, the electric light in its application to scenic effects—a blaze of glory dazzling in intensity and infinite in variety. The historic exhibits marked the important advances of electrical science. Early telegraphing and cable instruments were shown, and the rude dynamos, telephones and arc lights which were exhibited at Philadelphia in 1876 were shown side by side with dynamos of 1,000 horse power, the phonograph, and lamps that rivaled the sun in brilliancy. The exhibits of great novelty seemed to promise as great results for the future as did the Gramme machine and the Bell telephone at Philadelphia. These were the Gray teleautograph, by which an autograph letter was sent by telegraph, and the other was the

electric stove, by which power brought by wire from the Machinery building was re-transformed into heat and utilized for all the purposes of cooking and for laundry work. In a little while, therefore, it will be common to recognize the handwriting of our friends upon the yellow sheets handed us by the messenger boys, and to abolish coal, oil and gas entirely from our homes, depending upon the little wire for all our needs. Think of it—men now living who are scarce past the meridian of their lives, look back upon the day when poor gas marked the perfection of lighting, when our important messages went by slow post, and when even the steam locomotive and the steamship were novelties which had scarce reached practical realization. The time is coming, and coming soon—we read the message upon the wall by that magic light in the Electricity building—when we shall be able to telegraph without wires and to draw power from the earth without the medium of destructive fire.

Chief John P. Barrett was the city electrician of Chicago, and brought to the administration of his department thorough practical knowledge of its requirements. Summing up his views of the operation of his department during the Fair, he said that, while it did not show that this had been a period of electrical invention, it was very markedly one of application, especially of the employment of electric power in large units for innumerable purposes of utility.

If there is one special field of activity in which America excels, it is in her methods of transportation, of "getting over the ground" and water. With a population of 65,000,000 of active and restless people, spread out over a territory exclusive of Alaska, of over 3,000,000 of square miles, and a coast line of some 5,000 miles, it is quite natural that Americans should learn to "get there." When the classification of exhibits was made, it became necessary to separate locomotive mechanism from the department of machinery, and it was then decided to add to the new department all manner of carrying devices whatever, and group them under the head of transportation. The building covered nine and a half acres, and had an annex of equal area. It was designed by Adler & Sullivan, of Chicago, and enjoyed the peculiar distinction of being the only one of the World's Fair buildings which depended upon color for its chief attraction, apart, of course, from the exhibits. Therefore it was a discordant note in the symphony of the White City. Yet it was beautiful, and it will be long before the world forgets its gorgeous "golden doorway," and the peaceful angels upon the spandrels between the windows, bearing a coupon railway ticket in their hands. Chief Williard A. Smith was an enthusiast in the advocacy of the claims of his department, and used frequently to quote these lines of Macaulay: "Of all inventions, the alphabet and the printing press alone excepted, those inventions which abridge distance have done most for the civilization of our species," and he had them emblazoned in letters of gold with the companion words of Bacon upon the "golden doorway." The range of exhibits was wide: From the model of a naked Indian mother carrying her child upon her back (the first carrier) to the daintiest perambu-

lator; from rafts, dugouts and coracles to models of modern ocean greyhounds and ships of war; from the dog sledge and ox cart, two poles upon which the Indian pony draws the tent equipage of his nomad master, the dog sledge of the Eskimo and the ox cart of the South African, to the luxurious coach and sleigh of King Ludwig of Bavaria; from the earliest efforts of Cugnot, Reed and Trevithick to apply steam to propulsion on land, to the most improved locomotives of the modern railways. It is curious to note that foreign governments were at first reluctant to ask for space, and it was owing to the personal efforts of Chief Smith in a trip to England and the continent that an active interest was aroused in this department abroad. Fears that American carriage, bicycle, boat and locomotive builders would reap the benefits of the foreign trade at the expense of their backwardness, the rivalry of some and the pride of other foreign manufacturers were aroused until by the beginning of 1893 they were eagerly clamoring for space, and then the Fair was opened, and there were immense locomotives and coaches from England, France, Germany and Belgium; locomotive wheels and pleasure carriages from Austria, specimens of railway track from Germany; carriages, armor plate and models of ships from England; carriages from France, New South Wales, and models from a score of countries in all quarters of the globe, including Japan, Siam, Ceylon, Turkey, Egypt and various countries of South America. What seemed to me especially striking in these exhibits, notwithstanding the remarkable completeness of the railway section, were the various applications of electricity to transportation. There was an electric carriage with a storage battery, which was often seen upon the smooth roadways of the park; there was the Intramural elevated electric railway, the first experiment of its kind, and carrying hundreds of thousands of people without an accident. (It will be recollected that the intramural road of Philadelphia was a surface steam narrow-gauge.) There were models of other elevated electric roads, promising a speed of upwards of one hundred miles an hour, and there was the big thirty-ton electric locomotive, the pioneer of its class, designed for standard railway work; there were electric mine railways and electric perpendicular railways, beside the moving sidewalk and the electric launches; all tending to show the direction in which invention and engineers in this country are working and pointing—if I mistake not, to the superseding of steam by electricity upon our railroads at no distant day.

The great architectural triumph of the World's Fair was, very appropriately, the architectural triumph of the century and of all time. Never before had so Cyclopean a feat been attempted. Thirty acres of dunes upon the water's edge were to be marked off and upon this broad tract a building erected in less than twelve months which should cover as much ground as the three pyramids of Ghizeh put together. I have seen a curious calculation of how many Coliseums or St. Peters could be put into its great central hall, how many Vaticans or British Museums could be grouped around them within the limits of those endless arcades, and how many arks, like that

of Father Noah, could be constructed out of the wood and how many Brooklyn bridges out of the iron. But to me it was all like the calculation of some of those simple Midway folk whose highest number was ten hands. It was all ten hands big. But it was not the bigness of it. I am willing to believe that the tower which once arose from Shinar's plain was larger than this. Brute force can pile stone upon stone and brick upon brick and make a pyramid or a tower. It is so many men, so many years, so many feet broad and high. But it took the accumulated science of centuries to blossom into that magnificent flower of architecture upon Lake Michigan. Its portals were triumphal arches, its roof was a mountain and its vast interior was a city of fifty thousand inhabitants. And those arches of iron, with a spread of 354 feet and a height of 213 feet, how gracefully and delicately were they poised. Not built into heavy masonry nor joined by keystone or plate, they rested each upon an axle and touched at the top like the meeting of the finger tips when one is deep in thought. The architect, George B. Post, was a New Yorker, but only under Chicago's sky was such a building possible, and nowhere again, it is probable, will it ever be excelled or even repeated.

The exhibits? What were they not, indeed, of the manufactures of the world? Who ever saw half of them or the tenth part? It was natural for Americans, especially those who attended for sight-seeing merely, to spend the greater part of their time viewing the elegant fabrics, the costly jewels, the rich metal work, the fine furs, delicate laces and splendid artistic work that were sent to us from countries over the sea, for such another opportunity to see the "Wealth of Ormus and of Ind" will come to few of us again. The exhibits of Germany, France, Russia or England alone would be sufficient to absorb the visitor's attention for days and days. But still, what pleased me most was to compare our American manufactures with those from abroad, and to note that we were not so much behind as some would have us believe. The jewelry of France was magnificent indeed, but I saw nothing that seemed more beautiful in my eyes than those in the pavilion which represented the American section, and their silver and gold work seemed quite as artistic as the work of the goldsmith and silversmith companies in the British section. The fabrics of France were rich, and of undeniable taste in design and beauty of color, but those shown by the American textile industries were of surpassing excellence. The watches of Switzerland were works of art, but those of America were works of science and kept as accurate time as those of Geneva. The furs of Russia seemed matchless, until one examined the furs in the American section. The furniture of England was heavy, that of Germany lacked taste, and of France had perhaps too much, compared to the artistic and well-made productions of our American manufactories. I had recently been told by a dealer that America had no porcelain worthy of notice, and was somewhat surprised to observe that the exhibits of our American pottery companies made a creditable appearance, even beside the famous products of English, French and German kilns. It was the

same with stained glass, with photographs, instruments and books. Perhaps my ears were attuned especially to American airs, but I found nothing among the foreign musical instruments at all comparable to those exhibited by American makers. These latter exhibits bring us into the realm of the department of Liberal Arts, which occupied the greater part of the broad galleries of the Manufactures building, and from the fact of being in the galleries attracted far too little attention. When I examined the remarkable educational display there assembled, I regretted exceedingly that the United States of America, whose civilization is founded upon her free schools, should not have had a special building devoted to education. And here I found much of value, which I cannot pause to dwell upon, in the exhibits of other countries, especially France (a portion of this was in the Government building), Germany, England (?), Russia and Japan.

I leave the subject of the Manufactures and Liberal Arts building with that same feeling of sad regret that always came over me upon leaving the building. It was an exhilaration to be in it. The air was charged with the activity and magnetism of the best minds of all races. It was a congress of intellect and peace, and no one could be there an hour without feeling that in spite of warships and armies the time was coming when

"Man to man, the world o'er,
Shall brothers be, for a' that."

Chief James Allison, of the Manufactures department, and Professor Peabody, of Liberal Arts, were especially well fitted for their work. Mr. Allison united energy, exposition experience and executive ability of a high order with indefatigable industry. He had a task to perform which nearly destroyed his health, but he carried it forward to a triumphant conclusion. Prof. Selim H. Peabody, of the University of Illinois, was a gentleman of learning and an educator of experience, and the department committed to his care grew from small beginnings to one of the most important of the Fair.

The Fisheries building was unique architecturally, as the department was subjectively. Built by Henry Ives Cobb, of Chicago, it had a certain resemblance to the Spanish Romanesque style of architecture, treated, however, with a boldness that made it, as a distinguished French critic has observed, the one distinctly original American building of the Fair. Its roof of Spanish tile, its picturesque towers and turrets, its broken outline as it hugged the shore of the lagoon, and above all the wonderful ingenuity exhibited in arraying innumerable forms of fish and marine life in the capitals, brackets, friezes, cornices and other ornamental details, charmed the visitors as did no other building upon the ground. Built like the others, of iron and wood and staff, there seemed to be nothing

"But doth suffer a sea change
Into something rich and strange."

The central portion of the building was devoted to fishery appurtenances and fish

products, the two polygonal pavilions at each end being devoted to angling and the aquarium, respectively. It was the latter, however, that proved the great attraction, with its glass-faced tanks of 140,000 gallons of fresh and salt water, stocked by the United States Fish Commission with many varieties of fish from the rivers, lakes and sea. It was not by any means a very complete collection, nor were the varieties remarkable for their rarity, but they were alive, and, of all things, people enjoy looking at living beings. No building in Jackson Park was more popular with all classes of people during the Fair. From morning till night it was crowded with visitors, the grave as well as gay, for, as Isaak Walton observed, "Fishes be fit for contemplation of the most prudent and pious and peaceable men." Therefore, and for more weighty reasons, it is a matter of the deepest regret that the building, aquarium and all, was not preserved and conducted as a marine adjunct to the Field Columbian Museum. Capt. Joseph Collins, who was chief of the Fisheries department, was an old New England fisherman and the designer of the new model of fishing boat of the "Grampus" class which has been the means of saving many lives among the toilers of the sea on the New England coast. To his practical experience and ardor as a fisherman, together with the patience and industry which mark him as a successful member of his guild, the great success of the Fisheries exhibit, though held a thousand miles from the coast, was due.

The department of Mining furnished further evidence of the progress of the country since 1876. Then there was no independent exhibit of this great industry. Vast mineral regions in the South, the Southwest and the Northwest had not even been opened up. New methods of mining and metallurgy had been introduced, and machinery had been vastly improved, all of which tended to greatly increase the value and extent of the output of the mines, and in both these directions electricity was already an important factor. The wealth of the mines, from the mystery and danger which attend their workings, as well as from the beauty and intrinsic value of their products, has always a peculiar charm, while iron and coal form the basis of the world's material welfare. It was wisely ordered that the Mining department of the World's Fair should be given a position next to that of Electricity, and its halls were constantly filled by interested visitors. The building, too, contained a novel feature in the use of the cantilever construction, like the famous Niagara bridge, in the support of the roof. The architect, Mr. S. S. Beman, of Chicago, presented a plain, straightforward design, embodying great symmetry in its parts, and of pleasing outline. The exhibits may be divided into four general classes: Resources, processes, instruction, products. Of the first, such were the variety and profusion that the popular astonishment may be expressed in the words of the little New Yorker (for all ignorance is not rustic) who exclaimed that she never knew before that so many things came out of the ground. States like New York herself, not generally known for their mineral wealth, made extensive exhibits, and although foreign nations, as a

rule, did little or nothing, there were notable exceptions in the cases of Germany, Russia, Japan, and the Argentine Republic. Our next neighbors at the north, the Canadian provinces, and particularly Ontario, as well as Mexico at the south, made creditable exhibits, but the palm of honor must be awarded to our Anglo-Saxon cousins at the antipodes, New South Wales, whose exhibit of mineral resources was as rich and extensive as it was striking and beautiful in arrangement and design. Under the head of "instruction" two fine exhibits, which have fortunately been preserved in the Field Columbian Museum, deserve mention. These were the ingenious obelisk prepared by Dr. Day, showing the amount and value of the mineral products of the United States in each second of time (in 1891), and the extensive display of the Standard Oil Company, which was a complete cyclopædia and museum of petroleum and its industries in the United States. Under the head of "products" a few will long be remembered for their beauty, such as the exquisite iron castings of Russia, Stumm's pyramids of iron and steel, the Mannesman steel tubes (a metallurgical marvel), the American aluminum goods, the Cape of Good Hope diamonds, and the Kunz collection of crystals (also in the Columbian Museum). The mining engineer and the metallurgist were attracted by the great array of mining and milling machinery, the result of which will be felt in increased orders by our manufacturers. Great credit is due to Chief Fred J. V. Skiff, of Northern birth, recently a Colorado journalist, but now a full-fledged Chicagoan, for his indefatigable industry and zeal in the organization and installation of the new department and for investing it with peculiar attractiveness upon a scientific foundation. It was in detail and entirety a credit to the World's Fair and a splendid exhibit of the mineral resources of our great country.

As they were most attractive in extreme purity of architecture, so in their contents the Art and the Agriculture buildings vie with each other in beauty. The effects produced by the finest specimens of cereals in the vast aisles of the Agriculture building were as exquisite as any color blending on the myriad canvases gathered from every art center of the world. The shoe and leather exhibits in their fine airy building, of forestry in an adjoining structure, and of dairy products and methods near by, together, would have constituted by themselves a fair worthy of coming far to see.

Krupp's stupendous creations, the Rabida, with its priceless collections from the Vatican and from Spanish treasuries of history, the Caravels, Columbus' fleet, fitly anchored in sight of the ancient convent, all these were features that no exposition before could present. The ethnological collections, gathered by Prof. Putnam in the Anthropological building, were worthy of a life's study.

From the White Horse Inn and the Cliff-dwellers' rocks on the extreme south to the north where there was a city of villas representing the architecture of nearly every country and every person, was a ride in the Elevated Intramural railway, never to be forgotten. Then at the northern terminus the traveler from most of the States of this Union and from Sweden, or India, from Turkey, France, Germany or England, or

from many another country, could find a resting place in the fine club houses erected by his home Government.

Not since the tower of Babel fell, through the wrath of the Almighty, has such a confusion of tongues been heard as chattered by day and night around the Ferris wheel. It would be as vain to do justice to a tour of the world in a few chapters as to attempt in the limits of these pages a description of the life, habitations, costumes and customs of the heterogeneous population of the Midway Plaisance. Between the Esquimaux Village and Old Vienna, and between quiet existence on the bamboo settlement of the Javanese to the hurly-burly of the Wild East and Wild West shows, were such contrasts as only volumes would suffice to properly present. I remember one night taking Remenyi into the theater of the Javanese Village. When the performance was over the manager kept the orchestra, and as they played their weird, quaint melodies, the Hungarian interpreted them on his violin into music intelligible to us, occidentals. The tears rolled down the cheeks of the Hollanders present, for they were moved by this presentation of the difference between the music of their native and of their adopted country. This was but one of a thousand daily illustrations of the infinite variety that was conspicuous in that annex to the Fair, where dwellers from the antipodes lived side by side for six months in enforced harmony of life, though in a perpetual dissonance of shouting.

If the Exposition was finer by day than anything heretofore seen, by night it realized in enchantment the brightest imaginings of the poet. From the moment that the lights began to encircle the dome of the Administration building, and creep around the cornices of the Court of Honor till the illuminations culminated in sky and sea, palaces and lagoons, fountains and air ships, aglow with the glories of electricity, there was nightly a succession of indescribable color symphonies. And yet, all this splendor taught a lesson of contentment. It reminded those who live in sight of perpetual snows, or on ocean shores, where they can contemplate the wonders of electric manifestations, and contrast them with the silent pathway of the stars, how sublime is nature in its infinite majesty, compared with the most brilliant creations of man's genius.

CHAPTER X.

PROMINENT BOARD OF TRADE MEN.

Samuel W. Allerton. This gentleman, one of the most enterprising and successful in business in this city and one who has left the imprint of his resolute will and character upon our greatest local municipal and business affairs, is of Puritan descent and numbers among his ancestors, Isaac Allerton, one of the colonists who came over in the "Mayflower." From that day to this the family has multiplied and spread out over the land and become identified with the development of the various States and municipalities, and contributed their share toward the elevation of American citizenship. Unquestionably the early members of the family were participants in the colonial wars, and otherwise assisted in the stern duty of defensive action against hostile Indians as well as hostile white men. Isaac Allerton was a man of considerable force among the colonists—was in fact a leader among them, as shown by his having been commissioned to return to England in the capacity of an envoy. Mr. Allerton's grandfather, Reuben Allerton, was a man of more than local distinction, and during the Revolutionary War served as a surgeon in the Continental army. The father of Samuel W. was also Samuel W., who, during a portion of his active life, followed mercantile pursuits, and in 1830, at Armenia, Dutchess County, N. Y., erected a comb factory and a woolen factory which himself and younger brother operated for about three years when they were forced to close out the business by reason of the financial crisis occasioned by a reduction of the tariff on manufactures. The loss and disaster were widespread, and the Allertons suffered with many others who needed the protection afforded by a national tariff on imports. After his business had thus been wrecked Mr. Allerton, Sr., resided at Armenia until 1837, when he went to Dubuque, Iowa, and engaged in the novel occupation of mining lead. He was thus engaged but a short time, however, for the great national panic of 1837 involved all branches of business and in all directions financial disasters swept away the accumulations and fortunes of years. Having lost everything, Mr. Allerton returned to Armenia, N. Y., where he resumed his old occupation of merchandising. He was an intelligent, upright man, possessed of the courage of his convictions, but was unfortunate in having lived at a time when the business he followed was hampered and harassed by the meddlesome interference of the national law makers with conditions which had been previously profitable to manufacturing and mercantile enterprises. His wife, and the mother of the subject of this sketch, was formerly Hannah Hurd.



Samuel W. Allerton

The name Waters which was bestowed upon both father and son was given in honor of a distinguished relative, who participated in the resistance of the colonies to the British Stamp Act, and was personally concerned in pitching overboard the tea in Boston harbor.

Samuel Waters Allerton, subject of this sketch, was born May 26, 1829, in New York State. When thirteen years old he was taken by his parents to Yates County, N. Y., where, upon the banks of the beautiful Seneca lake, a farm was rented. The family had saved up \$500 which was used to place themselves in a comfortable situation in the new home. Here Mr. Allerton worked until he had reached the age of nineteen years. The family had practiced economy and worked hard to again get ahead and had achieved success, for at this time they were able to purchase a farm of eighty acres in Wayne County. It was at this time of life that the strong elements of character of Mr. Allerton began to manifest themselves. His adventurous and independent spirit, sustained by a resolute purpose and a thoughtful observation, bravely assumed the responsibilities of manhood. On the farm was a collection of valuable farming implements and heads of stock, and of these about \$600 worth were turned over to him, with which he began operations on his own account on a farm which he rented in Yates County. He applied himself actively and at the end of about four years had increased his capital to \$3,300.

Perhaps the most noticeable circumstance connected with him at this time was the fact that he had so well conducted all his business operations, and had thus built up such an excellent reputation for industry and honesty, that he could, at the banks of Wayne County, upon his individual note, borrow \$5,000. He now began business on a more extensive scale. Backed by his own money and his own excellent credit, he began dealing extensively in live stock from Newark, Wayne County, extending his operations over many of the counties of central New York, gradually working westward.

In 1856 he came out to Chicago, and in Illinois resumed his dealings in live stock, which he shipped to New York City, but after an active and varied experience of two years on the western prairies, he was prostrated with sickness which had such a serious effect upon him that, fearing for his health, he returned to Newark, N. Y., and engaged in merchandising. After one year of this experience he determined to again brave the somewhat different climate of the West, because he knew that there was the place for the accumulation of wealth and the acquirement of an honorable name. He therefore came West and located in Fulton County, where he bought stock for a year, making that locality the basis of his dealings, but extending over a large scope of the surrounding country. Here it was that he met the lady who was destined to wield a strong influence over his future life and happiness. He married her and immediately removed to Chicago, two very important steps to both his life and his purse.

At that date Chicago had begun to feel the throb of that activity which has since

made her famous throughout the world. The population was rapidly increasing, and, owing to the immense advance in commercial transaction, all prudent business men were getting rich. Upon his arrival here Mr. Allerton, so far as he knew, was acquainted with but one man. He located temporarily at the Orient House, corner of State and Van Buren Streets, and while there became acquainted with several men who later achieved great prominence in local affairs. They were B. P. Hutchinson, J. M. Richards, Charles Toby, John Black and Ezra Wheeler. These men all, including Mr. Allerton, made great successes of life and accumulated handsome fortunes, and left a strong impress upon the local affairs of their times.

Upon his arrival here Mr. Allerton began to purchase live stock at what was then known as Merrick's yards, on Cottage Grove Avenue, shipping the same to the markets of the East. Here it was that qualities which have since made him famous—resolution, daring, sagacity, intelligence and integrity—found an opportunity of manifesting themselves. Even in a city like Chicago at that date he had not the means to conduct any extensive business; therefore, like many others who possess the genius to develop methods, he began to formulate those sagacious plans utterly beyond the reach of men of less calibre, which have given him his great reputation as a business man, and to follow those lines of professional conduct which have led him to a position of great strength in the confidence of his fellow-citizens.

His first great operation in Chicago proved the correctness of his judgment and the daring of his methods. In the month of May, 1860, the local hog market declined about \$1.50. Instantly Mr. Allerton saw this was his opportunity. But where was the money to come from to make a great purchase? He had no bank account here, having relied wholly upon his sales in New York where what little he had uninvested was deposited. Various plans of procedure presented themselves to him; he accepted the boldest, which, if successful, would be also the most profitable. Through a mutual friend he secured an introduction to Mr. Willard, who was then cashier of the banking establishment of George A. Smith, and to him made the following proposition: "If I secure a satisfactory answer to three telegrams which I shall send to my commission house and to your correspondent in New York, and to my banker in Newark, New York, will you cash a sight draft for me to-morrow?" Mr. Willard answered "yes." Determined to take a bold step and to force his credit to the highest point, Mr. Allerton then bought all the hogs he could secure in Chicago. The next morning he presented himself at Smith's bank and requested Mr. Willard to cash a sight draft for \$80,000. The latter was astonished and so expressed himself, declaring that he had no idea that Mr. Allerton would require more than \$5,000. He therefore refused to make the loan, which was not to be wondered at. But Mr. Allerton had not yet exhausted his resources, so, upon receiving the refusal of Mr. Willard, which he had partly anticipated, though it nonplussed him somewhat, he sought a friend who introduced him to the bankers, Aiken & Morton, to whom he exhibited his telegrams and

stated his proposition of securing \$80,000 on a sight draft. After deliberation these bankers determined to let him have the amount, charging him therefor an exchange of one per cent. He secured the money, carried through his first great enterprise and made a large sum of money; in short laid the foundation of his fortune. This introduction lead to the warm personal friendship which existed so long between Mr. Allerton and the banker, Mr. Aiken. It has been one of the rules of his life never to violate a confidence or break a friendship, and to this fact, as much as to anything else, is due his popularity and high standing.

Another strong quality possessed by him is his unusual ability of forecasting events and their consequence. When the system of national banks was first proposed, unlike the majority of bankers who hesitated and temporized, he immediately saw the advantages of the new policy and came out strongly in its favor. For many months before it was accomplished he had urged upon the bankers of this city the organization of a bank under the new system, and when at last the First National Bank came into existence he was one of its chief organizers and one of its first board of directors. He anticipated the necessity of the Union Stock Yards and was largely instrumental in establishing that great market, by inducing western shippers to send their stock to Chicago instead of to New York and Philadelphia, as they had been accustomed to do for years. To Mr. Allerton and to Nelson Morris must be given the credit of this great addition to the commercial advantages of Chicago. In 1865 the blending of the three great live-stock markets then here was effected by Mr. Allerton and John B. Sherman and the foundation for the present Union Yards was laid. But this was not accomplished without persistent effort. The newspapers were enlisted to call the attention of the shippers farther west to the importance to them of having at Chicago a general live-stock market. In 1866 the Union Yards thus became an accomplished fact. It is impossible to estimate its advantages to Chicago. Perhaps no other element of development has contributed so materially to the prosperity by all branches of business as the concentration here of the live-stock market of this great central portion of the country. His large stock interests and his large shipments finally led him to establish yards at Pittsburg, Philadelphia and Baltimore and later, in conjunction with Hon. John R. McPherson, of New Jersey, at Jersey City, where now are located the principal cattle markets of New York.

In Chicago he has been prominently connected with many of the most important public enterprises, and has done as much as any other man to promote municipal development and establish the soundness of commercial credit. He was the first to recommend the cable railway and has been connected with the various systems for twenty years.

His observation of the cable system in San Francisco and recommendation of the same to C. B. Holmes, led the latter to visit the coast on a tour of inspection, and upon his return the South Side Cable Railway was soon projected. The adoption of

this system, as all will admit, has been one of the most powerful factors in solving the problem of the safe and rapid communication of urban and suburban districts, and thus adding to the possibilities of city growth by expanding its limits.

Mr. Allerton is the owner of immense tracts of land in Illinois, Nebraska and Wyoming, the most of which is under cultivation, and is rented or worked upon the co-operative plan. He owns a total of 40,000 acres, of which about 19,000 are in Piatt and Vermillion Counties of this State. Upon these broad tracts are raised immense herds of cattle, hogs and sheep, and all agricultural products of this latitude. Three railway stations are located on his Illinois land: Galesville, on the Wabash; Allerton, on the Eastern Illinois, and Allerton Switch, on the Illinois Central. He owns an interest in the Stock Yards at Omaha and in the Omaha Land Syndicate, an organization controlling large and valuable properties in that city. Under the name of the Allerton Packing Company he conducts packing houses in St. Joseph, Mo., and Chicago, whence large shipments are made to the East and to Europe. Aside from his views on all business questions, he takes a broad and comprehensive position on political policies and governmental relations. A recent open letter of his in the *Inter Ocean* to Senator John Sherman on the anti-option problem attracted widespread attention by reason of its masterly presentation of the logical outcome of the passage of the bill. He is a sound Republican, and takes great interest in questions of tariff and finance and has on all economic problems strong and accurate views.

He possesses excellent social proclivities, and greatly enjoys his home and his clubs, of which he belongs to the Union League, Chicago and Calumet. His first wife, to whom he was married in 1860, was Miss Pamilla W. Thompson, daughter of A. C. Thompson, of Canton, Ill., who presented him with two children, Robert H. and Kate R., the latter becoming the wife of the late Dr. F. S. Papin, of Keokuk, Iowa. His first wife having died, he was married for the second time in 1880 to Miss Agnes C. Thompson, his present companion.

Hugh Adams, the son of James and Sarah (McCroskey) Adams, and grandson of John Adams, was born in Rockbridge County, Va., February 10, 1820; married Amanda J. McCormick, daughter of Robert and Mary Ann Hall McCormick, of Rockbridge County, Va., May 8, 1845, and died March 10, 1880, in Chicago, Ill. While a resident of Virginia he was a successful merchant and one of the most highly respected and popular business men of that State. No man ever removed from the State who carried with him more of public confidence and good will. Believing that the growing Northwest offered him a larger field and better opportunities to start his children in the battle of life, he removed with his family to Chicago in 1857. In 1859, with Cyrus H. McCormick, his brother-in-law, he established the grain and provision commission firm of Cyrus H. McCormick & Co., and became a member of the Board of Trade. Under his management this house rapidly grew into prominence, and soon became one of the leading concerns in the great produce trade of the Northwest. For



Very Truly Yours,
Cyrus H. Adams.

upward of twenty years he was prominently identified with the commercial prosperity of Chicago. His reputation in commercial circles was of the very highest order, and his name was looked upon as the synonym of all that was honorable and upright in business transactions. He was one of the oldest and most highly respected members of the Chicago Board of Trade, which body at his death unanimously adopted the following resolutions:

"WHEREAS, it has pleased Divine Providence to remove suddenly from our midst, by death, Mr. Hugh Adams, for over twenty years a member and formerly a director of the board, therefore be it *Resolved*, That in the decease of Mr. Adams we recognize the loss of one of the oldest and most valued members of our association, and one who, by his unswerving integrity as a merchant, and by his genial disposition and pleasant demeanor endeared his memory to us in no ordinary measure."

He was a consistent member of the Fourth Presbyterian Church of Chicago and an ardent lover of its meetings and of all its work for the Master at the time of his death; a man of simple, unostentatious tastes and habits, and of tender sympathy for the poor. After the great fire of October, 1871, Cyrus H. Adams, the second son of Hugh Adams, was admitted to partnership in the business, and the firm name was changed to McCormick, Adams & Co. After the death of Hugh Adams this firm was continued by Cyrus H. McCormick and Cyrus H. Adams, until the death of Cyrus H. McCormick in 1884, when it was succeeded to by the firm of Cyrus H. Adams & Co. This firm was composed of Cyrus H. Adams and his two younger brothers, Hugh L. and Edward S. Adams. The failure of the health of Cyrus H. Adams resulted in a dissolution of this firm in 1889, and the business was and is continued by Edward S. Adams and Edward M. Samuel, under the firm name of Adams & Samuel. For upward of thirty-three years this old house and its successors has continued one of the leading concerns in the great grain trade of the Northwest, and has justly been regarded as one of the strongest bulwarks of the business.

Amanda (McCormick) Adams, wife of Hugh Adams, and the youngest sister of the late Cyrus H. and William S. McCormick and of Leander J. McCormick, of reaper fame, was a woman remarkable for her beautiful Christian character and unselfish devotion to her family. Her rare qualities and influence were felt by all who surrounded her. Her death occurred October 12, 1891, at Watkins, N. Y.

The children of Hugh Adams and Amanda McCormick Adams were: Mary Caroline, Robert McCormick, Cyrus Hall, James William; Ella Sarah, Hugh Leander, Edward Shields and Amanda Virginia Adams.

Cyrus H. Adams, the second son of Hugh and Amanda (McCormick) Adams, was born in the village of Kerr's Creek, Rockbridge County, Va., February 21, 1849, and moved to Chicago with his father's family in 1857.

He was educated at one of the public schools of Chicago and the old Chicago University, and entered the office of Cyrus H. McCormick & Co., commission merchants, as a bookkeeper, in the eighteenth year of his age.

This house was founded by Cyrus H. McCormick and Hugh Adams in 1859, and, under the management of Hugh Adams, had grown to be one of the leading commission houses in the great grain trade of Chicago.

The subject of this sketch became a member of the Chicago Board of Trade in 1870, and was admitted to partnership in the firm in 1871, when the firm name was changed to McCormick, Adams & Co.

Until 1871 their business was principally that of receiving and selling grain and other produce, but when Cyrus H. Adams was admitted to partnership he added a new department, devoted to buying and selling grain and provisions for future delivery; built up a large and profitable business in this line, and, from this time, including the two branches, the house assumed a position second to none in the trade.

After the death of Hugh Adams (1880), this firm was continued by Cyrus H. McCormick and Cyrus H. Adams until the death of Cyrus H. McCormick (1884), when it was succeeded by the firm of Cyrus H. Adams & Co., into which Hugh L. and Edward S. Adams were admitted as partners. The partial failure of the health of Cyrus H. Adams resulted in a dissolution of this firm in 1889, and the business is continued now by Edward S. Adams and Edward M. Samuel under the firm name of Adams & Samuel.

In addition to his business, Mr. Adams, from the first, took an active part in the general affairs of the Board of Trade, and became one of its most prominent and influential members. He was elected a member of the arbitration committee in 1875, and, after a two-years' term of service, was immediately chosen to fill a three-years' term in the directory of the board. At the expiration of this term he was promoted to the committee on appeals, where he served for two years.

On retiring from the committee on appeals, in 1882, he was urged to accept the office of president of the board, and has been repeatedly urged to do so since, but pressure of private business and failing health have compelled him to forego this high honor.

It is generally conceded by his associate members that, during his active and official connection with the board, Mr. Adams did as much as, if not more than, any other member to reform and improve its business methods. Largely through his efforts the Board of Trade Clearing House was established, with its valuable system of offsetting contracts. He was mainly the author and founder of the system of delivering property by notice or order, which is one of the greatest safeguards of the business, and with him also originated the invaluable system of confirming contracts daily by notices sent through the mail department of the board, established for that purpose. These reforms and radical changes almost revolutionized the business methods of the board, and established a security in its transactions which has not only been of incalculable value, but an admitted means of progress and extension of the trade that would scarcely have been possible under its old methods. During his active connection with the board he also served frequently on temporary committees,



Lyman Blain

and was especially engaged in formulating the rules which govern its intricate and widely extended business transactions.

He is a director of the National Bank of America of Chicago, and a trustee and treasurer of the McCormick Theological Seminary of the Presbyterian church, besides holding other positions of trust and responsibility. In religion he is a Presbyterian and a member of the Fourth Presbyterian church of Chicago.

In politics he is an independent Democrat and an ardent believer in civil service and tariff reform, but holds that party slavery, next to human slavery, is one of the greatest evils which can curse this country—a menace to the republican form of government.

He is a member of the Union, Union League and Athletic Clubs of Chicago, but is of a quiet and retiring disposition, and spends the most of his leisure hours at home with his family.

September 26th, 1878, he married Miss Emma J. Blair, eldest daughter of the late lamented Lyman Blair, of Chicago, and they have one son, Cyrus H. Adams, Jr., born in Chicago July 31, 1881.

Lyman Blair, the son of Samuel and Hannah (Frery) Blair, was born in Cortland, N. Y., November 15, 1815, and died in Chicago, Ill., September 25, 1883.

He received a common-school education, and began his unusually successful business career as a clerk in a store at his native place, receiving only \$60 for his first year's labor. At the age of twenty-one years he had, by strict economy, saved \$250 out of the small but increasing salary which he received, and with this as his capital he left home to make a fortune in the great West.

At this early period the facilities for Western travel were mainly confined to the Erie Canal and the Great Lakes, and our future successful merchant traveled by a "line boat" to Buffalo, whence he took passage on a steamer to Detroit. From this point, with six fellow travelers, he crossed the State of Michigan in a lumber wagon, and, not finding a steamboat at St. Joseph, our sturdy young traveler sent his trunk to Chicago by a small trading vessel and started on foot along the wild and lonely beach for this city, which was to be the field of his future great success.

Shortly after leaving St. Joseph he overtook a company of young men bound for Michigan City, and with them, part of the time wading in water and subsisting chiefly on crackers, he arrived at this promising town in Northern Indiana, weary and foot-sore. Here young Blair expected to find his older brother, Chauncey B. Blair, who had come West the previous year, but the latter had gone to Wisconsin to "enter" government lands, and Lyman, nothing daunted, set out to follow him. Just as he was leaving on his journey he met an old friend from the East, Mr. Orren North, who persuaded him to accompany him to Milwaukee. When they reached Chicago young Blair endeavored to find employment, but in this he was disappointed. Water Street was then the principal business street of Chicago, and the Tremont the only hotel

of importance. So great was the Western travel at this time, that patrons had frequently to wait for a full half hour before they could get into the dining room of the hotel for their meals.

Steamboats were then few and uncertain and young Blair proposed to Mr. North that they "foot it" to Milwaukee. To this Mr. North consented, but he soon became weary and wanted to return by wagon to Chicago, and proposed to pay Blair's passage by steamer to Milwaukee if he would return with him. But Blair's persistence would not allow him to turn back and together they made fifteen miles the first day, stopping at night at a tavern kept by a half-breed Indian. Reaching Milwaukee the third day and again missing his brother Chauncey, young Blair returned, by sailing vessel, to Michigan City, and soon found employment in a hardware store, receiving at first only his board for compensation.

Shortly afterward he accepted a situation in a dry goods store owned by a Mr. Clark, agreeing to work for whatever wages the business would warrant Mr. Clark in paying him. In six weeks' time Mr. Clark went to New York to replenish his stock of goods, and left Blair in entire charge of the business. On his return Mr. Clark was so well pleased with the manner in which the business had been managed during his absence, that he employed Blair for a year at a salary of \$250 and his board. The following year his salary was raised to \$400, and from this time Blair's success seemed to be assured.

In 1837 Chauncey B. Blair bought the stock of goods of one of the merchants of Michigan City for about \$12,000, and entered into a partnership with Lyman, who took charge of the store.

The firm name was C. B. & L. Blair, and in a few years the business grew into large proportions. They supplied a considerable portion of the Wabash Valley with goods and engaged extensively in the grain and produce shipping business. C. B. devoted his time and attention principally to the storage and commission business and built large warehouses for the handling and shipping of produce, and left the store and home trade almost entirely in Lyman's hands.

The firm continued and prospered for many years, and as C. B. later became largely engaged in public improvements and banking, he sold out his interest in the firm to Lyman, who continued a very prosperous business there until the war broke out. In 1863 Lyman Blair sold out the Michigan City business, moved to Chicago, joined the Chicago Board of Trade, and soon became one of its most influential members and most successful grain merchants. He also became interested in the pork packing business of Jones & Culbertson, and in 1865 bought out Jones' interest, when a new firm was organized under the name of Culbertson, Blair & Co.

This firm was composed of C. M. Culbertson, Lyman Blair and Chauncey J. Blair (son of C. B. Blair), and for nearly twenty years this was one of the great pork packing concerns of Chicago. In connection with his large operations in grain Lyman

Blair also established the commission house of Blair & Blair, associating with himself, as junior partner, Watson F. Blair, another son of C. B. Blair. This firm did a very large shipping and commission business in grain and provisions, and was continued until the death of Lyman Blair, which was caused by the accidental discharge of his gun when preparing for a shooting expedition.

Thus, from a small beginning, Lyman Blair won his way upward to wealth and influence in the business world, and by persistent toil, unerring judgment, honest enterprise and scrupulous integrity reached an enviable position among men.

He was one of the incorporators of the Union Stock Yards and Transit Company, of Chicago, one of the first directors of the Chamber of Commerce, and president of the same at the time of his death. He was also vice-president of the Board of Trade in 1866-68, and was a director and one of the largest stockholders in the Merchants National Bank, besides holding many other positions of trust and responsibility.

While Mr. Blair was pre-eminently a business man he was always devoted to the best interests of his family, and during the later years of his life he spent much time in travel with them, both in this country and in Europe. In this way he acquired a large fund of general intelligence. He was noted throughout life for his public spirit and liberality and was always a most genial companion and true friend.

He was a life-long Republican, and, while in no sense a politician, he always took an active interest in the success of his party.

A man of purest private life and kindest motives, but of indomitable energy and great force of character, a self-made man in every respect, it was inevitable that he should gain the respect and confidence of the commercial world and be held in the highest esteem by all who knew him in the varied relations of life.

In 1851 he married Miss Mary F. DeGroff, daughter of Amos T. and Harriet (Sleight) DeGroff, of Michigan City, Ind., by whom he had five children, of whom two daughters, Emma J., wife of Cyrus H. Adams; Mary H., wife of Chauncey Keep; one son, Lyman Blair, Jr., who married Cornelia Seymour Macfarlane, besides his widow, survive him.

The funeral, which took place September 27, at his late residence, No. 274 Michigan Avenue, was largely attended by members of the Board of Trade and other prominent citizens. Bishop Cheney, of the Reformed Episcopal Church, conducted the services and spoke with much feeling of the life and character of Mr. Blair, saying: "He had a tender heart, a gentle character and all the other attributes that make his memory so dear." His remains were laid at rest in the family lot at Graceland.

Nathaniel K. Fairbank. Not only is Nathaniel K. Fairbank one of the most conspicuous of the many successful men New York has given to Chicago, but he is one of the most eminent of Chicago's self-made men, who have been successful in the building of a great city because they first mastered the secret of building good character and applying it to the creation of their own fortunes. His ancestry of ruggedest New

England stock conferred upon him a mentality and a physique that gave him the strong individuality which characterizes the leader among men; but it was in the little town of Sodus, Wayne County, N. Y., that Mr. Fairbank was born, in the year 1829. He attended the common schools of his native town, and there, at a suitable age, became a bricklayer's apprentice, but a year later, when he was sixteen, went to Rochester, N. Y., where, after completing the term of his apprenticeship, he became book-keeper in a flouring mill, and never after worked at the trade he had acquired with so much labor and so much pains.

How well his services were appreciated in his new capacity is evidenced by the fact that within six months after entering upon them he was made a partner in the concern. This advance in his fortunes was a tribute also to his natural aptitude for business, for to the business man one kind of business is, under like favorable conditions, about as susceptible of being developed into a success as another. The then little city of Rochester did not present to Mr. Fairbank the broad field he craved for, the development of his abilities and the achievement of the success his ambition had pictured. In the almost limitless arena of this great country (and he scanned it oft and critically) Chicago seemed to his judgment to possess the greatest possibilities and to hold out the most alluring probabilities. Hither he came in 1855, at the age of twenty-six, as the Western representative of the firm of David Dows & Co., grain commission merchants, of New York, with whose business he was connected for about ten years, resigning to become a member of the firm of Smeedly, Peck & Co., lard and oil refiners, for the erection of whose refinery buildings his industry and his prudence had enabled him to supply the capital. The firm then organized did a successful business for four years, when its plant was destroyed by fire, inflicting upon the company a loss of \$50,000. In 1870, only a year after this disaster, the manufacturing plant, since a familiar landmark at the corner of Blackwell and Eighteenth Streets, was constructed at a cost of \$80,000. Sometime in 1872, Mr. Smeedly sold his interest in the business, and later Mr. Peck drew out of the firm. Their places in the enterprise were taken by W. H. Burnett and Joseph Sears. In the period that followed, as before, the prosperity of the house of N. K. Fairbank & Co. was so great and so uninterrupted as to mark it as one of Chicago's most noteworthy and most permanent manufacturing and commercial successes.

To such men as Mr. Fairbank Chicago presented the opportunities they sought, and it is such who have been most generous in their recognition of Chicago's claim upon their gratitude. What Chicago and its institutions, its great manufacturing industry, its wonderful commercial opportunities enabled them to do, they have repaid by the helpful manner in which they have identified themselves with all her great interests—business, religious, charitable and general. Without Chicago they would have been less than they are; without them Chicago would have been less than it is. If there is one man who, above most others, has been useful to Chicago, and who above all others

recognizes his indebtedness to her, it is Mr. Fairbank, whose less than forty years' residence here has embraced the period of his own aggrandizement and Chicago's. When he came he was a poor young man with a good record and a bright future; Chicago was a small city with a past likewise creditable and a promise the realization of which has come to be known of all men, and scarcely less conspicuous is Mr. Fairbank's success. The energy of character and the ability which Mr. Fairbank has displayed in his private business, and which have won him wealth and high commercial standing, have marked his career as a public-spirited citizen, and have had much potency in the advancement of Chicago's prosperity. His sympathies have been with any movement which promised to result in beautifying Chicago, adding to the pleasures of her citizens or serving their interests in any direction. His purse has ever been as free as his sympathy, and the enterprises for the upbuilding of the city which he has encouraged and sustained are too numerous and too diversified in character to be mentioned here. The splendid structure on Monroe Street, opposite the Palmer House, which is to-day the home of the Chicago Club, came into existence as the child of his public spirit. This elegant building, which was completed in 1876, at a cost of \$135,000, Mr. Fairbank offered to erect at his own expense, and he still retains \$50,000 of its stock, the balance having been subscribed by other members while the club house was in process of erection. The appreciation of the club of this magnificent act was shown by its election of Mr. Fairbank to its presidency thirteen consecutive years. Central Music Hall, at the corner of State and Randolph Streets, is another monument to Mr. Fairbank's enterprising devotion to the general good. Such a building had been conceived and its plans had been completed by the late George B. Carpenter, but money and influence were requisite, and the latter was necessary to secure the first. To Mr. Fairbank, as the man in all Chicago most likely to give practical aid to a project promising so much good to the public, Mr. Carpenter explained the enterprise and submitted the plans for the edifice, and Mr. Fairbank offered to present the matter to the consideration of the capitalists of the city whenever, in his opinion, a favorable opportunity should present itself. It came in 1879, the year after Mapleson's first coming to Chicago, when the city was under the influence of an opera *furor*. Mr. Fairbank pressed the claims of the Central Music Hall scheme, and, under the influence of his endorsement and a recognized need of such a building, the stock was quickly subscribed and in due time the structure was an established fact.

But Mr. Fairbank has not confined his good offices to the service of the wealthy and middle classes. The very poor have in him a steadfast and generous friend. Chicagoans know full well how he raised the heavy mortgage that rested like an incubus on the Chicago Newsboys' Home, and how he subscribed \$25,000 and solicited subscriptions for the balance necessary to build the new St. Luke's Hospital, whose strong friend, liberal patron and faithful officer he has been for years. Reared a Presbyterian, he became an attendant at the South Church, and his benefactions to

that and to the independent church of which Prof. Swing became pastor were many. The first which came to public notice was his gift of \$1,000 toward payment for an organ for the South Church. When Prof. Swing left that church, Mr. Fairbank was one of the fifty men who volunteered to supply any deficiency in the funds necessary to sustain for three years the independent church at Central Music Hall of which the noted Chicago divine became pastor. It is probable that Mr. Fairbank's care, in a business way, for all of the interests of this organization, as a member of the board of trustees, has done much to insure its continued prosperity. As a member of its musical committee (and his love of music is a real passion), it has been his constant aim to provide music of a very high order for its Sabbath services, and in the discharge of his duties in this capacity he has taken special interest and pleasure. Of the several musical societies that he has helped to success, the Festival Association is an example, and the great service he rendered to those famous festivals conducted by Theodore Thomas will not be soon forgotten by music-loving Chicagoans.

In person Mr. Fairbank is tall and well-proportioned, with a fine head evenly poised on broad shoulders, a benignant face and an erect and vigorous carriage, and his air impresses one with the idea of an individuality commanding yet kindly. Of the broadest and most tender sympathies, the enjoyment of all of his friends is essential to his own happiness, and his solicitude for their well-doing and prosperity is admirable. The sudden and unexpected death of his long faithful friend, Wirt Dexter, who in an hour, on one of the best and happiest days of his splendid career, joined the "silent and innumerable host," brought to Mr. Fairbank such grief as few men have ever felt at such a loss. His fondness for such a man as Dexter, reflects his regard for the highest type of intellectual culture. In 1866 Mr. Fairbank was married to Miss Helen L. Graham, of New York, and has four sons and three daughters. His domestic qualities, his love of wife, children and home, are developed in his most generous provision for their comfort and happiness. He has a splendid residence in the city and a handsome country house and fine farm at Lake Geneva, Wis. A work in which he has taken a deep interest and been of much benefit to the public is that of pisciculture in the Northwest. It is probable that there is not in Chicago another citizen who has greater contempt for mere inert wealth, or who in the active pursuit of legitimate gain has so often paused to distribute in generous gratuities so many sums of money which aggregate so great an amount. Nor are his charities confined to his own environments; reaching out into remote circles, he lifts up quietly and without ostentation, many who would otherwise sink under the burdens of trouble, and only those who know him most intimately know what unalloyed satisfaction he finds in being a friend to those who have no other friend. The brief story of Mr. Fairbank's life, proves that in America it is not necessary that a man should be born rich, or get wealth through trickery or speculation. There is a sure road to success to all who possess ability, ambition and energy, perhaps not so great a measure of success as he has attained, but success according to the seeker's talents and merits.

Harris Ansel Wheeler, the only son of John Douglas and Sarah Jones Wheeler, was born at Orrington, Me., July 30, 1850. He attended the public schools until his seventeenth year, when he entered the employment of F. M. Sabine, of Bangor, Me., in the wholesale and retail dry goods business, as book-keeper. In 1869 he went to Detroit, Mich., and was employed by Allan Shelden & Co., wholesale dry goods, until 1871, when he returned to Maine, having especially in view a desire to obtain an appointment in the United States army, and feeling that it could be accomplished more readily from his native State.

He received an appointment as second lieutenant March 4, 1872. During the interval after his return from Detroit he was employed as clerk in the First National Bank, of Bangor. He resigned from the army January 1, 1874, and returned to his former position in the bank at Bangor, where he remained until January of 1878, at which time he assumed the financial management of the Michigan Military Academy, at Orchard Lake, Mich., representing the interests of Gov. John J. Bagley, of Detroit.

In 1880, when Gov. Bagley retired from his connection with the school, Mr. Wheeler came to Chicago and became the private secretary to Mr. N. K. Fairbank, a position which he now holds. During the period of his service with Mr. Fairbank he found opportunity to interest himself in outside business, and did so by associating himself with several manufacturing concerns, and is at the present time president of the Northwestern Expanded Metal Company, which has a large factory at Twenty-sixth Street and Stewart Avenue, The Abbott Machine Company, factory on South Canal Street, also of the Gilfillan Scale and Hardware Company, and the Todd Cotton Harvester Company, and manufacturers, besides the well-known "Wheeler" railroad reclining coach and car seats, factory at Dayton, Ohio.

In July, 1881, Mr. Wheeler was appointed aid-de-camp on the staff of Gov. Cullom, of Illinois, with the rank of colonel, subsequently aid-de-camp, with the same rank, on the staff of Gov. Hamilton, who succeeded Gov. Cullom, and on July 1, 1884, was elected colonel of the Second Infantry, Illinois National Guard, which position he held until February 1, 1890, declining a re-election. In June, 1893, he was appointed brigadier-general and assigned to the command of the First Brigade, composed of the First, Second and Seventh Regiments of infantry, a battery and troop of cavalry, all located in Chicago.

Of his Masonic connections, he was made a Master Mason at Bangor, in 1876, and took the degrees of the "Chapter" and "Commandery of Knights Templar" during that and the following year. In 1880 he dimitted from St. John's Commandery, Bangor, to Detroit Commandery, No. 1, of Michigan, and in 1881 to Apollo Commandery, No. 1, of Chicago, of which he was elected captain-general in 1884, generalissimo in 1885 and eminent commander in 1886 and 1887, and was made a thirty-second degree Mason in Oriental Consistory, S. P. R. S., in Chicago, July, 1882.

Mr. Wheeler was reared in the Protestant religion, his parents being members of the Congregational Church, which church he has always regarded as more especially his home. He has always been a Republican, and has entered more or less actively into various political campaigns. He was married June 3, 1884, to Miss Anna M. Ayer, of Chicago, formerly of Bangor, Me., only daughter of Capt. John and Lydia B. Ayer. Her father was wounded in the battle of Fredericksburg, taken prisoner and died shortly after of his wounds in Libby Prison, when she was but an infant. Their only child, a son, Malcolm Locke Wheeler, was born July 2, 1885.

Gen. Wheeler is a member of the following clubs: The Chicago, the Union League, Washington Park, Fellowship, Argo, Illinois, Sunset, Forty and the Lincoln.

Norman B. Ream. Enterprise, courage and perseverance have been the distinguishing characteristics of the business career of Norman B. Ream. He has dared, but he has first considered wisely. He has ventured, but only with a conservative discretion that has marked him as a cool-headed, always calculating man of affairs rather than a plunging speculator. Transactions into which some other men have gone blindly, trusting to fate for the outcome, have been entered by him with eyes wide open, with an expectation of success which has been realized because it has been based on sound business judgment. During his, not as yet very long life, he has been a teacher, a portrait artist, a soldier, a clerk, a merchant, a farmer, a dealer in grain and agricultural implements, a live stock commissioner dealer, and a live stock dealer direct, and an operator in railroad and other valuable stocks and real estate, and a large investor in the stock of various city railway companies, and almost invariably, if allowance is made for the vicissitudes of every-day business, he has been successful even beyond his own expectations, attracting to himself the attention of his associates as a man of rarely failing good judgment, if not of phenomenal luck. Born in Somerset County, Penn., November 5, 1844, of that sturdy Pennsylvania stock of German descent that has carried the elements of careful thought and plodding industry into the various branches of business throughout our country, and always to the advantage of the enterprise thus influenced, with a strain of Scotch blood, always strengthening whenever present, he inherits characteristics that in the fair field that business men find in America are pretty certain to bring to prominence those who possess and use them aright. His father, Levi Ream, who was a life-long resident of Somerset County, Penn., until quite recently, when he located in Sacramento, Cal., was a farmer and a farmer's son, who could trace his lineage through quite a number of successive generations in the old Keystone Commonwealth. Highly (King) Ream, mother of our subject, was of mingled Scotch and German descent. Such ancestry almost necessarily confers admirable strength of character and a capacity for almost limitless intellectual development, and in this way Mr. Ream's inheritance was not stinted. Educated at the home and normal schools of Pennsylvania, it is not strange to one who is informed as to the regulations governing institutions of the latter class



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and the admission to them of students, that he naturally developed into a pedagogue or, at least, tested his ability and liking for that occupation. He taught a "tough" school of the old fashioned kind, in which the teacher and the big boys struggled for supremacy, and the big girls stood ready to bestow their smiles on the victor with prompt impartiality, and was a success both in imparting knowledge and in governing the rough element with a hand of iron, but his salary was only \$17 a month. Mr. Ream was not one to be satisfied with such a pitiful stipend and he cast about him for something new and more remunerative. Daguerre had discovered and applied the principle of portrait making by means of a dark box, lenses and an exposed sensitive plate; A. C. Ross, of Ohio, had made the first camera in America from descriptions of Daguerre's in the newspapers; others had improved processes and methods; the ambrotype had been introduced and picture taking was coming to the front as a profitable business. Then the taker of the ambrotype was to some extent a man of mystery to his fellow-citizens. He was to some a scientist and to all an artist, for were not his portraits truer to life than those of the painters in oil? His work was popular because it was in a pecuniary way within reach of the masses. All these facts young Ream was not slow to recognize, and having given them due consideration he invested part of his savings in needful apparatus, made himself thoroughly conversant with the chemical and scientific elements of ambrotype productions and embarked as one of the leading local portrait artists of the time, devoting idle hours and days to farming, and altogether achieving quite satisfactory business success. This much had he accomplished before his arrival at the age of seventeen.

The memorable year of 1861 had come and it had brought civil war to America. Who that lived then can ever forget the tidal wave of patriotism that rolled over the land, carrying with it the youth and the man of gray hairs? Young Ream could not be a civilian when he saw others becoming soldiers. He could not remain quietly at home to enjoy the benefits his neighbors were going to risk their lives to preserve. Boy as he was, he enlisted in the Eighty-fifth Pennsylvania Volunteers, which regiment was a part of Key's corps, and served with it through McClellan's peninsular campaign of 1862. During the winter of 1862-63 he participated in the movement of Gen. Foster against Goldsboro, N. C. The merited advancement which has crowned his whole career was exemplified in his soldier life. Not long after his enlistment he was made sergeant. For gallant service at the battle of Kingston, N. C., he was promoted to a second lieutenantcy. During the siege of Charleston he was advanced to a first lieutenantcy, for he had joined the command of Gen. Q. A. Gilmore in South Carolina about the time of his second promotion. While acting as adjutant of his regiment, in an engagement near Savannah, Ga., February 22, 1864, he was so severely wounded as to be incapacitated for further service until June following, when he rejoined his command, which meantime had been transferred to the Army of Virginia under Gen. Butler, only to be again wounded almost immediately. With a pluck that

may be deemed noteworthy in a soldier so young, he again joined his regiment in August following, but he had not yet fully recovered from his first wound and his second had tended to still more deplete his vitality, and he found himself unable to longer bear the strain of active service. Bearing an honorable discharge and scars that only too plainly attested his devotion to his country, he returned to his Pennsylvania home. Business now claimed his attention. The war had developed possibilities that had hitherto not existed or had lain dormant. He determined upon a commercial career, and with the sound forethought that has paved the way to every success he has attained, he decided to fit himself thoroughly for it, and in furtherance of that idea took a course at a Pittsburg commercial college, which he supplemented by a brief but studious engagement as clerk in a general store. In 1866 he realized a long-felt desire to test the opportunities presented in the rapidly advancing Central Western States, and took up his residence in Princeton, Ill., where he resumed his labors as clerk in a dry goods store in which his address and experience and the flattering letters of introduction which he bore, readily procured him an engagement. It was not long before he was enabled to enter business on his own account as a member of the firm of Mosshart & Ream, in which Mr. Charles Mosshart was his partner. In about a year, however, he withdrew, disposing of his interest to Mr. Mosshart, and, removing to Osceola, Iowa, engaged in farming and in a trade in grain, live stock and agricultural implements. For three years he was very successful, but at the end of that time a crop failure brought him his first and about his only considerable reverse, and he was compelled to relinquish his business at a heavy loss, though at no impairment to his credit and no diminution of the esteem of his fellow-citizens. He had long been thinking of Chicago as a fruitful field for operations, and at this juncture in his affairs he resolved to take up his residence in the future World's Fair City, where he arrived in 1871, just prior to the great fire, and locating at the Union Stock Yards, engaged in the live stock commission business, later becoming a dealer on his own account. Those conversant with Mr. Ream's career since that time do not need to be informed that it has been one of flattering and uninterrupted success. He soon began to deal in railroad stocks, and for a time was a member of the New York Stock Exchange.

In 1881, however, he relinquished operations upon the exchanges, but retained his membership in the Board of Trade. As an investor on an extensive scale in real estate in Chicago and elsewhere he has been successful even beyond the most prosperous of some of his associates, and it is worthy of note that his investments in that direction have resulted in the erection of several of the finest structures in the country, among them such representative buildings as the imposing Rookery, Chicago, and the famous white marble interioed Midland Hotel, Kansas City. His pre-eminent ability for affairs has been recognized by his election as a director in the First National Bank of Chicago, the Illinois Central Railroad Company, and in several other impor-



L. Ewingham

tant corporations with headquarters in this and other large cities, and he is a heavy stockholder in street railways in Chicago and elsewhere, and has large interests in western cattle ranches and in fine farms and timber lands. Whatever reverses Mr. Ream has met with seem to have influenced him only to augment his unyielding determination to succeed, and putting behind him all that was obstructive in its tendencies he has pressed steadily forward, battling honorably and manfully, and conquering nobly and almost constantly. He is of the type of business man that has rehabilitated Chicago and made it at this time the most important city on the face of the globe in the eyes of all of the men on the civilized earth. Through all his life he has been wont to think for himself, and if he has employed others it has been to execute, and not to suggest plans. In politics he is as independent as in business. Submitting to the domination of no faction, though acknowledging the claims of the Republican party, he accords his support to the most worthy candidate without concerning himself greatly as to what ticket may bear his name. Taking a deep and abiding interest in public affairs and in everything having for its object the advancement of Chicago's material prosperity, he despises politics as a profession, while acknowledging the benefits of organization in the development of political principles and their application to the needs of the general public. Socially he is genial and friendly, in business suave and approachable, but decisive and unyielding when he believes he is right, and justice is perhaps his governing characteristic. To him an honorable name is of greater value than money, not because "honesty is the best policy," but because right is right. He was married in 1876 to Miss Carrie Putnam, daughter of Dr. John Putnam, of Madison, N. Y., who has borne him four sons and two daughters. He is a member of the Chicago, Calumet, Washington Park, Athletic and Commercial Clubs of Chicago, and the Union and New York Clubs of New York City.

Lyman Everingham. Among the public-spirited men of Chicago who are widely known for their integrity and honor, and who have the confidence and respect of business men, is Mr. Lyman Everingham, the principal of the house of L. Everingham & Co., commission merchants. He is the son of Rev. J. S. Everingham, a Baptist clergyman, who, for half a century, was the pastor of several churches in central and western New York, and who was widely known as one of the most progressive and strong-minded preachers of the day. He was born at Geneva, N. Y., September 9, 1831, and his early life was passed in that picturesque village upon the shore of Seneca Lake, whose rare beauty is scarcely equaled either in the Empire State or elsewhere. Having graduated from Mexico Academy, Oswego County, N. Y., he, at the age of twenty, accepted a clerkship in the office of the Buffalo, Corning & New York Railroad at Corning, N. Y., the junctional point of connection with the New York & Erie Railway. Feeling conscious of possessing ability, and having an unbounded ambition to attain a high position, he performed his duties with the same enthusiasm

which has characterized his whole life. His unflinching perseverance and industry, together with iron-clad principle and sterling worth, was very soon recognized, and within two years he was promoted to the position of paymaster and auditor, which position he filled with great credit to himself for three years. Being anxious to come West and grow up with it, he resigned his position in 1856 and accepted the position of freight agent at Milwaukee, Wis., of the La Crosse & Milwaukee Railway, in which position he remained for nine years, this railroad, in the meantime, being embraced in the organization which gave birth to the great Chicago, Milwaukee & St. Paul system. He was known as the "Model Agent," being courteous and gentlemanly under all circumstances to the patrons of the road. He was exceedingly popular with the public, and when he resigned, in 1865, he was urged by the directors to remain, a higher position being offered him and with the request to name his own salary. Mr. E. P. Bacon, the general freight agent of the Milwaukee & Prairie du Chien division of the Chicago, Milwaukee & St. Paul Railroad, resigned at the same time, both resigning to enter into partnership to engage in a general commission business at Milwaukee, under the style of Bacon & Everingham. Great success characterized their business from the first. In 1874 Mr. Bacon retired from the firm, Mr. Everingham continuing the business under the name of L. Everingham & Co., and moving to Chicago in 1880 to take charge of their rapidly increasing business in that city. During all of this period, notwithstanding disastrous panics, ruinous corners and failures without number, this house has never had a cloud upon its record, but has steadily advanced in the confidence of the business world. For solid worth and integrity, it has a reputation second to none in the country.

In February, 1891, Mr. Everingham was unanimously elected president of the Columbia National Bank of Chicago, resigning this position, however, in October, 1892, his increasing business requiring his attention and time. He is a member of the First Baptist Church of Chicago, of which he has been a deacon for many years. His sympathy and interest in educational enterprises early led to his election as a trustee of the Chicago University, and as a member of the executive board. He evinced marked ability in Sunday-school work, and was the superintendent of the Sunday-school of the First Baptist Church of Chicago until its responsibilities, added to large business interests, compelled him to retire on account of failing health. He is very active in all Christian and benevolent work, and takes an earnest interest therein, which extends not alone to personal effort, but also to financial aid, as he has, on several occasions, by prompt and generous impulse, been instrumental in saving church property when seriously embarrassed financially.

He is a man of cheerful countenance and benignant appearance, having a friendly word, a kindly smile, and a sympathetic heart for all. He is highly respected by the community at large, honored by his business associates, and admired for his innate honor and true Christian spirit.

John Russell Bensley. The subject of this sketch is one of the senior members of the Board of Trade, and for thirty years has been one of its ablest counselors and staunchest friends. Like many other active citizens of this ever-growing, pushing Chicago, he is a native of the Empire State. His parents, Eaton and Sophia Bensley (*nee* Russell) were residents of Erie County, N. Y., and in Springville, in that county, he was born May 1, 1833. His school days ended in 1851, when he commenced his business education as a clerk in a general store at Springville. He was then only eighteen years of age, but had inherited and cultivated those habits of industry and self-reliance so necessary to success in life. So diligent was he in business and so well adapted to the life he had chosen, that no one was surprised when, in 1854, at the age of twenty-one, young Bensley purchased the interests of his employers, and himself became the proprietor. Not content with the prospect offered in a country village, he soon sought a wider field for his activities, and in 1857 removed to Du Page County, Ill., preparatory to casting his lot in Chicago. In May of 1858 he settled here, and established a commission house at 247 Kinzie Street. He became a member of the Board of Trade in the same year, and plunged boldly into Chicago business life.

There were at that time ninety-six recognized commission houses in the city, exclusive of forwarding and small produce houses, so that he was by no means without competitors. He fought his way to the front, and for thirty years the firms in which he was the controlling partner were among the leading ones on 'Change. As early as 1862 he associated with him in business his brother, George E. Bensley, and that relation continued until 1888. The Board of Trade, in which Mr. Bensley holds certificate of membership No. 1, has repeatedly shown appreciation of his character and business ability.

In 1868 he was elected a member of the committee of arbitration; in 1872 a member of the board of directors; in 1874 second vice-president, and in 1876 (the Centennial year) president; in 1877 he was elected a member of the committee of appeals; in 1881 he was elected president of the grain, provision and stock (call) board, and re-elected in 1882. In 1873 the governor of Illinois appointed him a member of the State Committee of Appeals on grain inspection, and at various times took cognizance of his wide knowledge of trade affairs. Devotion to the growth, improvement and aggrandizement of the Board of Trade was Mr. Bensley's special characteristic.

As a means necessary to the accomplishment of such results, he was constant in his demand that the Board of Trade should own its home and control it for its own purposes. In 1880 it became apparent that the quarters then occupied, at the corner of La Salle and Washington Streets, were not sufficient for its uses, and a committee, of which he was chairman, was created and clothed with the necessary power to procure a site on which the association might erect a structure suitable and sufficient for

all its purposes. It would be impossible in this article to give an adequate idea of the difficulties lying in the way of the execution of this commission. It is sufficient to say that after more than a year of uninterrupted effort, the present site on which the magnificent temple of commerce stands, was procured at a mere nominal cost to the Board of Trade. When Mr. Bensley deeded the property to the association for the consideration of \$40,000, its actual value was more than \$700,000.

This done, a board of real estate managers was created by the Board of Trade, of which Mr. Bensley was the recognized head. They were charged with the duty of raising the necessary funds and erecting a building, such, as in their judgment, would best conserve the interests of the Association. They borrowed \$1,500,000 for the purpose and commenced the work. For nearly four years Mr. Bensley devoted the greater part of his time and energy to the completion of the work. It was finished in the early spring of 1885, and turned over to the Board of Trade by the real estate managers—the finest commercial building on the continent. With it was a rent roll of the portions not needed for the use of the Association, in the princely sum of \$126,000 per annum. Thus was developed the great new business center of Chicago. Mr. Bensley is said to regard this as the greatest achievement of his life.

In June, 1883, occurred the culmination of that stupendous and abnormal deal in provisions on the Board of Trade commonly known as the "McGeoch lard corner." The firm of McGeoch, Everingham & Co., had, by enormous purchases of lard, undertaken to control the entire product of the country. As is usual in such cases, the country proved to be greater and stronger than any one firm, and a disastrous failure followed, which staggered and benumbed the entire markets of the land.

In this connection Mr. Bensley is credited with one of the most remarkable feats of commercial management known to this generation. Two days after the failure he was appointed receiver by the court. He found the affairs of the concern in almost inextricable confusion, with liabilities aggregating \$6,000,000. Suits had been commenced in five different States. There were over 200 creditors. There had been a frightful drop in prices of provisions, and the trade was in a state of collapse. Many firms had failed on the board, and others were trembling in the balance. Mr. Bensley, grasping the situation, and knowing that what was to be done must be done quickly, threw his whole energies into the work of clearing the wreck and staying the panic.

In the incredibly short space of thirty-two days he had disposed of the suits, realized on the mixed assets, paid \$4,500,000 on the secured indebtedness, paid \$750,000 in settlement, at 50 per cent. on the unsecured liabilities of \$1,500,000, and was ready to close his receivership. The prompt distribution of the money among the suffering creditors furnished a much needed relief, and was hailed with delight by all parties interested. The entire expense of this settlement and distribution, including clerk hire, rent, attorneys' fees, and the receiver's compensation was less than one-third of one per cent. on the amount involved. It raised a murmur of wonder in finan-



Portus A. Wear

cial circles, and elicited favorable comment from the press of this country and that of Great Britain.

In 1868 Mr. Bensley removed his residence to Hyde Park. Soon after this, village government was established there. In 1875 he was elected a trustee of that municipality, and re-elected in 1876 and 1877, and made president of the board in the centennial and following year. He then declined further office, but has always interested himself in National, State, and local politics, never failing to go out to work when the interests of good government were at stake. He is an uncompromising temperance man, a staunch Republican, and has been a member of the Union League ever since its organization.

He was married in 1854 to Miss Mary A. White, of his native village, who died in 1862. In 1863 he was again married to Miss Augusta F. Fuller, daughter of Elijah Fuller of Castile, N. Y. By the second marriage he has two children,—Martha S. and John R., Jr. Mr. Bensley freely ascribes much of his success to the powerful auxiliaries of home influences, where he has always been seconded by intelligent, courageous, self-sacrificing support.

Portus Baxter Weare. There are in Chicago a few men remaining who serve as living links between the old Chicago and the new. One of these, Mr. Portus Baxter Weare, in his own experience was an emissary in the trade that was carried on in a somewhat personal way between Chicago and the wilds of the far West and Northwest. It was as a buyer of bison skins that he made long and lonely journeys out into almost unknown regions to return and, as buffalo robes, sell them to a large and increasing trade in that line throughout the ever widening agricultural and lumbering country tributary to the growing city. His was a business which he transacted partly in the metropolis of the new West and partly in the far distant frontier trading posts, and no man had a better opportunity than he had to study the characteristics of the sections of country and their people, upon whose development and increase the city by the lake would have to depend for its trade demands and for at least a portion of its supply of raw materials.

He early identified himself with the city's commercial institutions and was, directly and indirectly, a factor in its rapid growth in commercial importance. It must be borne in mind that Chicago is a young city. Mr. Weare is certainly not an old man, for he was born as late as 1842, at Otsego, Allegan county, Mich. Had he been a day older he would have been a year older, as years are counted, for he came into the world on January 1st. When he was three years old, his father, John Weare, moved with his family to Cedar Rapids, Iowa. There the senior Weare became closely and prominently identified with the banking and railroad interests of the State.

Young Weare was educated in the best schools in Cedar Rapids. At the death of his mother, in 1858, he went to Sioux City, Iowa, and there, during the ensuing three years, received a valuable business training in the banking house of Weare &

Allison. He came to Chicago in 1862 and became a member of the firm of H. W. Rogers & Co., grain merchants, with which he was identified until 1865, when he concluded to engage in business by himself.

At that time his largest trade was in buffalo robes, of which he handled often as many as 25,000 a year. His trips to Montana, Wyoming, Dakota and Idaho in connection with that business made him thoroughly conversant with that country and its resources, and such knowledge thus gained he made use of in later years by engaging in the range cattle industry. He organized two important joint stock corporations, the Weare Land and Live Stock Company and the Hulburt Land and Cattle Company, with a combined capital of \$1,200,000, of which companies he is still at the head, personally directing their important interests. Thus, in another way, he contributed largely to render an important portion of the great Northwest tributary to Chicago and her trade.

After carrying on, for many years, a large and successful grain and produce business, he ceased to deal in produce and turned his attention to grain exclusively, and, in the interest of the Chicago & North-Western Railway Company, devotes much of his time and conspicuous business ability to the supervision of that company's eight great terminal elevators in this city, of which he has for some years been sole responsible manager. Mr. Weare, Andrew J. Sawyer of Duluth, and F. H. Peavey of Minneapolis, built three elevators with a capacity of 5,000,000 bushels at Duluth, believed to be the largest grain storage plant in the world, and are yet operating the same.

Mr. Weare was one of the organizers, and a member of the first Board of Trustees, of the Illinois Club in 1878. He has been prominent in the Board of Trade and otherwise helpfully identified with the city's most important and significant interests. His success has been won by foresight, originality, energy and perseverance, and he is as truly a "self made man" as any whose lives are interwoven with the history of Chicago.

James Camburn Bohart. Could the influence of the German element of Chicago's population upon her marvelous growth and prosperity be correctly set forth it would cause astonishment. There can be no doubt that it has been as potent as that of any other nationality other than the purely Anglo-American. In every walk of life, industrial, manufacturing, commercial, professional and official, the German and his son and grandson have been conspicuous by their works and the influence they have exerted on the processes of enlightenment and development in all parts of the city.

The sturdy, industrious, thrifty German character insures good citizenship, for it is undeniable that, within legitimate limits, that man best serves his country who best cares for himself and insures his own prosperity. One of the leading German-American citizens of Chicago is the gentleman whose name appears above. Mr. Bohart was born in Clark County, Ind., December 12, 1848, a son of Peter and Nancy (Clegg)



J. C. Bohart

Bohart. His father was born in Germany in 1800, and at six years of age came with his parents to the United States and located in Maryland. There he lived until he had attained his majority, then came West and settled in Clark County, Ind., where he was one of the pioneers. He was a cooper by trade, and his first success in the Indiana wilderness was gained by manufacturing barrels and hauling them to Jeffersonville and selling them.

In time he was enabled to invest in land, and, becoming a farmer and land owner, gained a position among the wealthiest farmers and land owners in that part of the county. Before his death, which occurred in 1861, he gave to each of his thirteen children fifty acres of Clark County land, and still owned the large farm upon which he had lived for forty years, and upon which he died. He cleared hundreds of acres of that wild region and made them to bloom like the rose. He left a reputation untarnished by any unworthy act, and a good name that has been his children's dearest heritage.

The Cleggs are an old American family, as the antiquity of American families is estimated, and it has had numerous representatives in places of honor and responsibility, and many of the name are among our leading business men north, south, east and west. Nancy Clegg, Mr. Bohart's mother, was born in Ohio in 1808, and died in Missouri when in her seventy-third year. She was a woman of many virtues, a devoted wife, an affectionate mother, who made the world better for her having lived in it. Mr. and Mrs. Bohart were lifelong members of the Presbyterian Church, and worked zealously to implant it amid the primitive condition of the new country, in which the years of their prime were passed.

James C. Bohart, the twelfth in sequence of birth of the thirteen children of this worthy couple, was brought up as a farmer's boy, and was blessed with only the limited educational advantages afforded by the midwinter terms of the district school near his home. In the spring of 1864, three years after his father's death, when he was sixteen years old, he went to Nodaway County, Mo., there to begin active life on his own responsibility as a stockraiser and dealer.

This plan was not relinquished permanently, but its execution was deferred for a time, in consequence of his enlistment, in August of that year, in Company I, Forty-eighth Missouri Volunteer Infantry. No man could live long in that border country, with its population partly Unionist and partly secession in adherence, without declaring himself. He must be one thing or another—for the Union or against it. This Hoosier youth did not pause at all to consider as to which cause he would espouse.

He was one of the youngest soldiers in the war—one of those boy-heroes, whose history, could it be written as it deserves to be—would make a more interesting, a more inspiring book than many of the thousands of books on the war that have been scattered over the country since the days of 1861 and 1865. He served

until the end of the struggle, but he forbears to furnish any details concerning his experience, as he followed the old flag over those southern hills and prairies; though it is doubtful if any offer of money would tempt him, if it could be done, to blot from his mind the memory of those troublous and adventurous months.

After the war he again took up his old plan of engaging in the live stock business, and returning to Nodaway County. Since 1875 he has purchased, in Nodaway County, 920 acres of land, divided into two farms, each supplied with every convenience for housing, feeding, and caring for stock. He has fed as many as 3,000 head of cattle on these farms in a single year (1892), and the people of that part of the country testify that he has been an important factor in the development of the agricultural interests of the county, by providing an always reliable market for large quantities of corn.

There are, on these two farms, two large fish ponds, one of which was constructed at a cost of \$3,500, and is 600 feet long, 200 feet wide and 30 feet deep, and the other pond is also very fine, but not so large. These ponds have been stocked for Mr. Bohart by the United States Fish Commission, and are the largest and finest in that part of the country.

Mr. Bohart lived in Missouri until 1875, when he took up his residence in Chicago, where the great success of his life has been made. He was married in 1866, soon after his permanent establishment in Nodaway County, to Miss Cinda J. McRoberts, who has borne him six children. Of these, three—Dr. William H., James Edwin and Richard Clegg Bohart—survive. Mary Ellen died in 1873 at the age of two and a half years, Eliza J. and John C. Bohart, Jr., died in 1893, the first mentioned in February, the last in December.

Immediately after coming to Chicago, Mr. Bohart established the nucleus of the present large enterprise of the J. C. Bohart Commission Company, live stock commission merchants. The business was carried on from 1875 to 1894, a period of nineteen years, under the name and sole management of J. C. Bohart, whose aim has always been and will continue to be to conduct a strictly legitimate live stock commission business. During the nearly two decades mentioned his operations at the yards were more extensive than those of any other man in his line in the city.

The J. C. Bohart Commission Company was incorporated under the laws of Illinois in May, 1894, with a capital stock of \$60,000, of which Mr. Bohart holds one-half. Its officers are J. C. Bohart, president and general manager; Porter A. Thompson, vice-president; John J. McRoberts, second vice-president; Field Bohart, treasurer, and George Bohart, secretary. Its offices are at 23 Exchange building, Union Stock Yards. It solicits the consignment of stock direct, and advises patrons by telegraph as to action taken, guaranteeing good pens and ready assistance in the disposal of stock, and promising the most prompt attention to all business entrusted to it. The enterprise, already important, is growing rapidly, and bids fair to rank with the

most extensive of its kind. It is an example of what may be accomplished in this country by the well-directed effort and conservative management of an energetic and far-seeing business man, giving to it his best thought and labor.

Mr. Bohart is in all things a public-spirited and helpful citizen, who has the advancement of Chicago at heart, and is ever ready to assist its useful interests. In politics he is an enthusiastic Republican and his influence in local and State politics has been most significant for many years. He preserves war memories and retains war associations by membership in Lincoln Post, No. 91, G. A. R., of which he is, perhaps, the youngest member.

Mr. and Mrs. Bohart are communicants of the Methodist Episcopal Church, ever alive to its growth and prosperity and liberal in their aid of all its material interests.

Melville Schuyler Nichols. The men who have lived for the last three-quarters of a century in various parts of the Middle West and taken part in winning it to civilization have had an enviable experience. They are like the men who lived in the time of Columbus and witnessed the discoveries and explorations of a new continent; like the founders of Australia; or, to go back in European history, the men who witnessed the rise of the early empires that bordered the Mediterranean. They have witnessed a migration of races such as the world has never seen, and beside which that of the Goths and Vandals were small affairs. Besides this, the consciousness of taking part in the building of the greatest republic of ancient or of modern times is a source of satisfaction as great as it is an honor. Such has been the experience of the venerable Melville Schuyler Nichols, the well-known grain commission merchant and member of the Board of Trade of Chicago, who has now retired from active life.

The Nichols family are New York people for generations back. Philip Nichols, Sr., the grandfather, lived from 1754 (October 21) to 1822 (December 13), dying when the subject of this sketch was but four years of age, and when Philip Nichols, Jr., was a woolen cloth manufacturer at Sandy Hill, on the Hudson, about thirty miles north of Albany, the capital. As Philip Nichols, Jr., was born on November 7, 1787, he was about forty-three years of age, near the year 1830, when he disposed of his manufacturing plant at Sandy Hill and took his family into the interior of the wilds of primitive New York. Locating at Albion in Orleans County for a time and later at Medina, near there, he again engaged in woolen manufactures with success. In the year 1818, on the 5th day of November, twelve years before Mr. Nichols sold his Sandy Hill plant, a boy was born to them, to whom they gave the name Melville Schuyler, the subject of this sketch. So when the Medina works were in full operation young Melville was put at work in the factory. He had not been there very long, however, when he decided that he was cut out for something more wide-reaching than a factory hand, and forthwith began to ply his father with arguments intended to persuade him to let the boy go forth for himself at the early age of fourteen or fifteen

years. Philip Nichols, no doubt, realized the strong stuff that was in the boy's independent nature and had confidence in him, although he withheld his consent for a long time, thinking the boy was scarcely in earnest and intimating that it was a case of youthful rashness that would end up in a week or so by his return to the paternal fold for something to eat. Young Melville's persistence, however, and his stout insistence that he never would apply to his father, if he would only let him pick out his own course, led Mr. Nichols to reluctantly consent.

Meanwhile young Melville had answered a Rochester advertisement for a young merchant's clerk, and, on receiving his father's consent, took the canal boat, said good-bye to home and was soon in Rochester presenting himself to the firm of Hall & Roberts. They found themselves mutually attracted, and young Nichols liked the business of commerce. His success was at once assured, and it soon became evident that his father would not be called upon for assistance. By industry and economy he had saved some money by the time he was eighteen, and, as his very limited education received before he left home did not satisfy his ambition, he went to Lima Seminary, about twenty miles south of Rochester, where he took some advanced studies.

About 1836 or 1837 young Nichols determined to go to Michigan by way of the lakes, for there were no railways, and, after leaving Detroit, went sixty miles inland to the village of Flint, which was situated among the Indians near the Chippewa reservation. Securing a position in a general store that had a large trade with the Indians, he was profitably engaged until 1839, and became very familiar with the Indian language and customs.

At the latter date, however, he concluded to return to New York and embark in salt manufacture at Syracuse. Although this was successful during the next six years, Mr. Nichols, in 1845, returned to the West. Trying Detroit as a merchant during the next four years, he was attracted to the rising cities on Lake Michigan, and thought he saw larger opportunities in that direction. So in 1849 he went around to Chicago on his way to Milwaukee, for in those days it was uncertain which of the many western ports of the lake was to be the metropolis. Stopping at Brown & Tuttle's City Hotel in Chicago, Mr. Nichols recalls seeing crowds of "forty-niners" purchasing their camp equipages for the long tour across the plains and mountains to the gold-fields of the Pacific Coast. Arriving in Milwaukee, he engaged two years as manager of the South Pier Company, and after a time in Alex. Mitchell's Fire and Marine Insurance Company's Bank, engaged in the grain and commission business for himself.

This was the field in which he was destined to win his greatest successes, and he remained there until the opening of the war, in 1861, when he removed to the strongest city, Chicago, and there entered upon a most successful career as a grain and commission merchant. He was now forty-three years of age, and his genius for commercial operations led him to embark in enterprises of various kinds. Among them

UNIVERSITY



William L. Purice

was a cotton plantation down near Natchez, Miss., in which he had a considerable interest. As might be supposed, the on-coming war meant a serious menace to much of his accumulated property, and the menace finally became almost total destruction through the action of the various armies that were so numerous and active in that region. He soon recovered from all these misfortunes, however, and was better situated than before, when the great catastrophe of 1871 laid the city in ruins. His losses were large, chiefly from stored grain in the elevators, which was all destroyed, but his masterly ability in handling grain, with a keen knowledge of the markets and all that controls them, soon raised him to higher successes than before. Indeed, by the early part of the last decade, the volume of his business was surpassing every house of that kind on the Chicago Board of Trade.

Mr. Nichols is now a venerable man of seventy-six years, still well preserved and vigorous. He looks back upon an active and successful life of independence, covering a period of over sixty years, in which he has depended only on Melville Schuyler Nichols. Thirty-three of these years have been spent amid the thriving scenes of the growing metropolitan giantess of the West—Chicago, the queen of the vastest grain fields of the world. His ability and the sagacity with which Mr. Nichols attached himself to this city's grain trade are among the chief sources of his success. In recent years he has returned to the enjoyments of private life, leaving the more active operations to the management of younger hands. Mr. Nichols is a firm believer in and an advocate of the principles of the Republican party.

William Lewis Pierce. Probably no word has become a more characteristic and familiar expression in the last two or three decades than the term organization, especially as it is applied to combination of men or women to effect any given purpose which they may hold in common. Undoubtedly this is not only the highest and most intricately differentiated form of human action, but is also the most powerful. It is to human action what the various engines are to mechanical operation, and, like the engines, it is, under the names corporation, association, union, society and board, transforming multitudes of our human relations, and making new customs, laws, and principles of action necessary. Indeed, these are "the giants of these days," beside which "the giants of those days" are mere pigmies.

The oldest form of this combination into a social organization is the army, whose commanding general is both its heart and brain. In consequence, since there has been such a wide and increasing use of organization in all the various commercial and other activities of life, the term general has come to be used to indicate a like function in these, while such new terms as organizer, promoter, manager and the like, are earning such a significance for themselves. The comprehensive qualities of mind which fit one for organization were once so rare as to invest them with the mystery on which hero-worship is based. They are rare still, but in no country in the world are so many generals raised in all the walks of life as in America, where every man is

also a king. An organizer, or general, like the poet, is born, not made, and among the strongest illustrations of it in Chicago is the genial and well-known real estate man, William L. Pierce, one of the fathers of the now powerful Real Estate Board of this city.

Although a son of New York, born in that metropolis in 1843, Mr. Pierce spent only the first seven years of childhood there, and the next seven were spent in Cincinnati; so that in 1857, when his father removed to the vigorous but crude metropolis on Lake Michigan, young Pierce was but fourteen years of age, and, in consequence, the child of New York became the youth of Chicago.

The father of Mr. Pierce, a retired attorney, placed his son in the old University of Chicago, whose turreted towers once rose from a greensward on the South Side, and the young man at once became one of the popular leaders of college life. He was but eighteen and nearing the close of his sophomore year when the Civil War came on, and he was with difficulty held to his course a while longer. It succeeded for but one more year, however, for in 1862 he enlisted in the One-Hundred-and-Thirty-fourth Illinois Volunteers, and spent two years in the service as a private, declining to accept either detail or promotion during his entire term. It is significant, however, of the esteem in which he was held by his comrades then and since, that he is now president of his regimental organization, while it is also a recognition of his skill as an executive and organizer. After these two years of military life, he returned from his long vacation to the halls of the old university and finished his senior year, graduating at the commencement of 1865. Unlike many college men, who allow themselves to lose the youthful spirit of university life in the mazes of a business career, Mr. Pierce has kept in close touch with his old-time fellowships, particularly in the associations of the Greek-letter fraternity of Zeta Psi. Even in his college days he put into its operation so much enthusiasm and energy that its continuance through the succeeding years of a busy life led to its recognition in the great general convention of the fraternity at New York, in 1889, in his election to the highest office within their gift, the presidency of it. "His efficient service, limited to one year by a regulation of the society," says a writer in *The University Magazine*, "won him hosts of friends from Maine to California, and proved him the most popular member of the fraternity who had ever held that office."

Scarcely a year beyond his majority when he left college, he began his business career by purchasing a half interest in the commercial agencies of Tappan, McKillop & Co., of Philadelphia, Baltimore, Pittsburg and Washington, making his home in the first mentioned city.

His residence in the East lasted but five years, however, and he returned to his old home, the City on the Lake. Here he entered upon the career in which he has shown himself a constructive organizer and leader. Probably no city in the world has had a more remarkable real estate history than has the city of Chicago, particularly

since the year of the great fire, 1871, the year following Mr. Pierce's location. The latter part of that year of the great conflagration saw the city composed of little else than real estate, and the prospects for a complete reorganization of local values, due to a probable change of business centers, as well as to the removal of objectionable buildings that affected prices, caused an enormous transfer of land, reaching, between the months of March and October of 1872, the princely sum of over \$45,000,000. This continued until the panic of 1873, when the remaining years of that decade fell to very trying proportions before an improvement began. The decade beginning with 1880 started in almost as heavily as the previous one, with 1881 and 1882 as particularly strong. The leaders in real estate dealings had already felt the advisability and advantage of a union for certain purposes, particularly to correct abuses and secure greater uniformity in the management of the trade. Efforts had not been very successful until early in 1883, when about forty of the leading real estate men met and through a committee on organization, of which Mr. Pierce was chairman, the Real Estate and Renting Agents' Association of Chicago was formed, and on February 18, 1883, was incorporated in the names of William L. Pierce, William A. Merigold and Edmund A. Cummings. Mr. Henry C. Morey was made its first president, and Mr. Pierce its vice-president. Very soon, however, Mr. Pierce joined a movement for reorganization, and the present Real Estate Board was the result. Since the year of organization one of the events of the year in Chicago has been the annual banquet of this board, which, while doing so much for its members, has also done so much for Chicago itself. In most of these sumptuous affairs, Mr. Pierce has been chairman of the executive committee, and his success has been happily recognized, as for example in the presentation, in 1888, of a magnificent silver service costing \$250. Probably none of these banquets were more successful than the tenth, in which Mr. Pierce secured the attendance of vice-president-elect of the United States, Adlai E. Stevenson, as the guest of the evening. The board has, however, had far more serious business than banquets, and has been, as has been said, one of the greatest powers in the promotion of the city's welfare in a multitude of ways too numerous to even indicate here.

For many years the firm of which Mr. Pierce was senior member, was Pierce & Ware, but since 1894, through the retirement of his partner, the firm has been William L. Pierce & Co., at 145 La Salle Street, and now at 405 and 406 Chamber of Commerce building.

Mr. Pierce has never been an office-seeker, but, being an uncompromising Republican, he was asked to make the fight for the assessorship in Hyde Park, in the well-known citizens' movement, and was nominated by no less a personage than Dr. Anderson of Chicago University. As a member of the Hyde Park Council of the Royal Arcanum, he had evinced so much of his characteristic energy and enthusiasm that in 1890 he was made grand regent of the Grand Council of the State, in honor of which his local council tendered him a banquet. Mr. Pierce is fond of the hook and gun and was long president of the Grand Calumet Fishing and Shooting Club.

The ancestral and home relations of Mr. Pierce are both interesting. In 1878 he was married to Miss Carrie L. Lyman, the daughter of C. H. P. Lyman, Esq., manager of the old house of A. T. Stewart & Co., of New York, by the Rev. Edward Sullivan, S. T. D., rector of Trinity Protestant Episcopal Church. Mrs. Pierce is a direct descendant of the famous officer of the Revolution, Gen. Greene. Their children are as follows: Bessie Lyman Pierce, born September 28, 1879; William Blake Pierce and Florence Dennis Pierce (twins), born February 18, 1882, and John Green Pierce, born May 12, 1884. It is a remarkable coincidence that the first ancestors of both Mr. and Mrs. Pierce came over to this country in the same ocean vessel, "The Mary and John." Mr. Pierce, himself, is a direct descendant of Mary Franklin, the sister of our great scientist and statesman, Benjamin Franklin. His mother was the daughter of Capt. Henry Peck, of an old Albany family, and who, with Isaac Newton, was a large ship owner in the first half of this century, historically known as the owners of the first line of steamboats in this country, a line which operated on the Hudson River. Mr. Pierce's father, W. B. Pierce, spent much of his later years in travel, and died in Chicago on October 10, 1888, at the ripe age of seventy-three. The grandfather of Mr. Pierce, the Rev. Dr. John Pierce, of Boston, was a Unitarian clergyman, who, for many years was both State Historian of Massachusetts, and secretary of Harvard College.

Orrington Lunt, who became a resident of Chicago in November, 1842, was born in Bowdoinham, Me., on Christmas eve, December 24, 1815. He came of old New England stock, for his first American ancestor Henry Lunt was a grantee in the original allotment of land in Newburyport, Mass., in 1635, and in 1638 was made a freeman of the colony. His grandmother was a daughter of Gen. Joseph Vose of Revolutionary fame, who was one of the founders of the society of the Cincinnati. William Lunt, his father, represented at one time his county in the Maine Legislature. He was a merchant in the little town of Bowdoinham, Me., and enjoyed the esteem and the confidence of the whole community. The mother of Orrington was a Sumner, of the same lineage as Gov. Sumner, of Massachusetts.

The vigorous and intelligent lad acquired what education he could obtain at the village school and then entered his father's store. Arrived at his majority he was taken into partnership and when, a few years afterward, his father retired from the business he continued to conduct it in partnership with his brother.

But Bowdoinham was too small and too slow a place for his active and enterprising nature. So when he married, on January 16, 1842, Miss Cornelia A. Gray, a daughter of the Hon. Samuel Gray, of Bowdoinham, he and his young wife determined to try their fortune in the then distant and unknown West. He sold out his interests in Maine and in November of the same year the young couple arrived in Chicago. The town according to the census of 1840 had a population of less than 5,000. Immigrants were arriving frequently but times were dull and the surrounding



Orrington Lunt

country was only sparsely settled. Yet the men he found in the new city by the lake were full of strength and eager hope. He determined to cast in his lot with theirs, for he too was strong and sanguine, self-reliant and enterprising. He opened a commission business in grain, shipping it in small quantities to the East. In those days it had to be hauled by the farmers in their wagons to Chicago, sometimes coming from distant fields in Indiana and from the prairies of central Illinois. At Chicago it was transferred to boats and thence transported eastward by way of the lakes. The business gradually increased and in 1845 Mr. Lunt leased a lot fronting on the river and erected there a warehouse having a storage capacity of 100,000 bushels, no mean capacity for that "day of small things." These years of comparative prosperity made him the possessor of several thousand dollars. He ventured and he lost them in a promising speculation in grain. He was now compelled to begin again without capital, not without experience though, for he never speculated again. And he was noted ever afterward for his cautious and conservative sagacity. In the year 1853 Mr. Lunt leased his warehouse on the river and retired temporarily from the handling of grain. But he kept himself familiar with the transactions of the Board of Trade to which he belonged from its organization and of which he had been a director. In 1859 he re-entered the commission business, this time with his brother, Stephen P. Lunt, as partner. The operations of the new firm soon became extensive, the city and the surrounding country were filling up with great rapidity, their careful and energetic management attracted confidence and custom, and they handled annually 3,500,000 bushels of grain.

From this partnership Mr. Lunt retired in 1862, and the elevator on the river front perished in the great fire of 1871. He now engaged in other forms of commercial activity. Like most Chicago men of the early period, he made investments in real estate. He became interested, also, in fire and life insurance, being a director of the Chicago Fireman's and the Chicago Mutual Companies. He devoted much attention to railroad enterprises, particularly to the Galena & Chicago Railway, of which he was a director from 1855 until the road was absorbed into the Chicago & North-Western system, the last two years its vice-president. But Mr. Lunt, notwithstanding this business activity, found time and thought and energy for the public welfare also. In 1853 he was appointed a member of the committee of the Board of Trade to visit Washington and urge upon Congress the improvement of the harbor. In 1855 he was elected a water commissioner of the south division of the city, which honorable position he held for six years, when the various city departments were consolidated in the Board of Public Works. During the last three years he served as treasurer, and then as president of the board. He was a member of the Executive Committee of the Board of Trade, and when the war broke out in 1861 he was appointed on the "War Finance Committee." When the great fire desolated the city and reduced multitudes to want, he became at once a member of the "Relief and Aid Society" and served

devotedly upon the special relief committee until the emergency was over. In 1877 he was elected president of the trustees of the Care Fund for the lot owners of Rose Hill Cemetery and is now their treasurer. Under the skillful and faithful management of these trustees, \$100,000 have been collected for the lot owners and invested for them in city and Cook County bonds.

Orrington Lunt is not only one of the pioneer citizens, but he is also one of the pioneer Christians of Chicago. In his twentieth year, while still a resident of Maine, he became a member of the Methodist Church, and throughout his long career he has given it most generous, though always unostentatious, service; never obtrusive of his opinions or of his feelings, of his faith or of his works, yet he has borne, on all days and in all places, a faithful and a fruitful witness to the power of his Master. His membership he held at the Clark Street Methodist Church in Chicago, but his energy and sympathy and sagacity were felt in every forward movement of his denomination and in every important inter-denominational enterprise. A liberal man at the beginning of his Christian life, when his means were very slender, his benefactions increased in variety and magnitude with his enlarging fortune.

Quinn Chapel was built in 1847 to shelter a little congregation that endured much persecution for their anti-slavery convictions. Mr. Lunt bought for them the lot at the corner of Jackson and Buffalo Streets, on which the chapel was erected, and when the people found it difficult to meet the stipulated payment (\$600) he contributed largely toward the amount. In 1848, realizing the necessity of a church edifice farther south, he bought a lot for \$1,600, which he offered to the Clark Street Church at the purchase price, less his own contribution of \$100. This offer he held open for five years and the Wabash Avenue Methodist Church was the result of his foresight and his generosity. To its erection he contributed liberally; he is still a trustee and treasurer of the board which owns the large and valuable corner of Wabash Avenue and Fourteenth Street.

These are but instances of his readiness to help feeble congregations and his energetic eagerness to further the progress of the church he loves. But his chief interest was in Christian education. He was, and is now, a trustee of the Young Men's Christian Association; he was an early benefactor of the Chicago Orphan Asylum, and in 1854 he became a trustee of the Dearborn Seminary, which, after a trying struggle, succeeded in erecting its building in 1857.

The institution, however, that is most indebted to Orrington Lunt, and with which his name will be enduringly associated, is the Northwestern University.

When the wiser and more generous Methodists of the Northwest organized to establish a university he was one of the charter trustees. He was among the first to make liberal subscriptions for the daring enterprise, and he discovered the beautiful grove along the lake shore on which the buildings of the university now stand, and about which the city of Evanston has grown. In addition to his original contributions

Mr. Lunt has given the university a tract of land now valued at more than \$100,000, which the trustees have set aside as an endowment fund for the Orrington Lunt Library. And desiring to render possible the erection of a suitable library building, he gave them also the sum of \$50,000, half the estimated cost of the building now in process of completion. This splendid building is of Bedford stone, exquisitely simple but beautiful in style; strong, graceful, and enduring, it is at once the finest structure on the campus and a fitting memorial of the man whose name it perpetuates in the letters carved upon its noble entrance.

The Garret Biblical Institute, established at Evanston in 1855, is another favorite object of Mr. Lunt's solicitude and generosity. He was one of its charter trustees; he has been its secretary, treasurer and business manager from its beginning until now. Mr. Lunt has three children, Miss Cornelia G. Lunt, a lady of fine culture and of philanthropic purposes, of quick and large intelligence and of great energy; Mr. Horace Lunt, an alumnus of Harvard University, and a lawyer of distinguished ability, now residing in Colorado, and Mr. George Lunt, a business man of high character, living in Chicago.

January 16, 1892, Mr. and Mrs. Lunt celebrated, at their residence in Evanston, their golden wedding. Nearly fifty years had elapsed since the newly wedded pair had turned their hopeful eyes toward Chicago; nearly fifty years since with youthful courage, they had made their venture to the unknown West. What wonders they had seen! Of what marvelous achievements they had been themselves a part! It was indeed a notable company that assembled to greet this pioneer citizen; to bring to him and his honored wife the congratulations of the community and the gratitude of thousands. Relatives and associates, merchants and lawyers and clergymen and physicians from the great city, officers and professors of the University, neighbors and friends from near and far, came together in his beautiful home, glad to do homage to a life so simply noble and so quietly beneficent. The kind words of those who were present and the frequent and hearty messages of the absent, all united to proclaim: "This is the man that his friends delight to honor." This unstinted appreciation, these expressions of love and admiration and reverence, were the fitting coronation of a life so rich in helpfulness, so radiant with intelligent benevolence, so thoroughly alive with kindly energy; a life at once so human and so Christian, so gracious, so manly, and so true.

CHAPTER XI.

PROMINENT WHOLESALE MERCHANTS.

Edson Keith, Sr. For a couple of years past the press of all parts of the world has devoted much space to analyses and estimates of the character of the new metropolitan giant, whose unprecedented career has compelled their consideration and admiration. They have attributed its greatness to the lakes, to the railways, to the greatest and most productive of the world's valleys which it dominates, and to the burning out of its dross in one of the greatest conflagrations of history. Some have sought the secret in the *personnel* of her great leaders, and others have found it in her wonderful unity of action, by which she has gained the famous motto, "I Will." But probably nothing has eluded the explanations of the entire press so much as the secret by which a great commercial metropolis suddenly becomes the creator of the most wonderful vision of art of modern times. There are men in Chicago who are in themselves the explanation of it, and no better type of this class can be chosen than Edson Keith, Sr., who has long been the active head of the several great commercial houses of the Keith Brothers.

The Keith family is an old and prominent one of Scotland, where they gave their name to the town that now bears it in that country. The founder of the American branch of the family, Rev. James Keith, came to this country about 1630, and located at Bridgewater, Massachusetts colony, and among others of his descendants was Martin Keith, who was born at Uxbridge, Mass., although he spent nearly all his life in Vermont. In due time he married Miss Betsy, the daughter of a well-known farmer, Bartholomew French, of Windsor County, that State, and the young couple made a home in Washington County, at the town of Barre, where they spent a life of that high and earnest religious character that has been the glory of the American farmer of the Green Mountain State, and indeed of all New England. Here, too, was born and reared a family of six children, among whom the sons, Osborn Rensselaer, born in 1831, Edson, born in 1833, and Elbridge Gerry, born in 1840, were to become leaders in the great metropolis of the West, which was just incorporated as a village the year Edson was born.

As Osborn and Edson were so nearly of an age, and Elbridge several years younger, it was natural that the first two should become settled in life before the younger joined them; for they were all born with a genius for commerce and finance, and were inclined to cast their lots together. Osborn, born on September 24, 1831, and



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Edson Keith

Edson, on January 28, 1833, attended the local public schools and academies, the former attending Bakersfield Academy, and both, having a local clerkship and school life, respectively, in 1850, went to their neighboring State capital, Montpelier, to win their way in commercial affairs. Osborn was now nineteen and Edson about seventeen, and their experience as clerks soon gave them the confidence which prompted them to embark in larger fields, with a view to beginning a business of their own as soon as possible.

Chicago was then attracting great attention as a distributing center, and in 1854 these brothers removed to that point, where Osborn became traveling salesman for the wholesale millinery house of D. B. Fisk & Co., and Edson became a clerk for the wholesale hat, cap and fur house of Benedict, Mallory & Farnum. Four years later the elder brother organized a wholesale millinery house of his own with A. E. Faxon, and two years later Edson joined them, with hats, caps and fur, and the firm of Keith, Faxon & Co. entered upon that prosperous career of the war period.

During this time, the younger brother, Elbridge, whose birth, on July 16, 1840, made him a young man of twenty-five when the war closed, had been educated as had his brothers, had begun a clerkship at fifteen and come to Chicago in 1857, spent six months as clerk in the wholesale millinery store of W. W. Secombe, and now after several years as clerk in his brothers' firm, was in 1865 a full partner in place of Mr. Faxon, retired, with the firm title changed to Keith Brothers. This wholesale house of the Keiths was in 1865 already one of the four largest institutions of this marvelously growing West and its equally wonderful commercial capital, Chicago, and for the next fourteen years they gained a reputation as one of the first leaders in the jobbing, manufacturing and importing trade which they represented. This was done, too, in the face of the large losses of the great fire, after which they were among the first to rebuild one of those palaces of trade that rose from the ashes of the Phoenix City. The growth of their trade in the remaining years of the decade was as phenomenal as that of the city itself.

For five years, from 1879 to 1884, Osborn Keith retired to form a new firm of O. R. Keith & Co., but the two companies were consolidated under the present firm title of Edson Keith & Co., and in 1887, after twenty-three years of activity in Chicago commerce, Osborn Keith retired to private life and the management of his accumulated wealth, leaving Edson Keith as the senior manager of the great firm's operations again.

Osborn Keith was married in 1871, to Miss Mary W., the daughter of Ralph Woodruff, of Ottawa, Ill., and has a son and daughter. The family has spent much time in foreign travel before and since Mr. Keith's retirement. He was appointed in 1878, with Dr. John M. Gregory, of Champaign, to represent Illinois at the Paris Exposition of that date. He is a member of the Union League and Calumet Clubs, of which latter he was vice-president in 1892.

The year preceding the consolidation of 1884, the younger brother, Elbridge G.

Keith, had retired also to establish the firm of Keith, Benham & Dezendorf, and his talents as a financier, led him, in 1884, to be chosen president of the newly-organized Metropolitan National Bank of Chicago, to whose duties, since its second year, he has given his entire attention. A chairman of the finance and art committees of the great Exposition, a leader in the convention that nominated Garfield, Mr. Keith has been active in benevolent and religious life as a member of Christ's Reformed Episcopal Church, and so prominent in the service of education that the Keith School was raised in his honor. He was married in December, 1860, to Miss Harriet S., a daughter of Joseph Hall, of Dayton, Ill., and has four sons and one daughter. Elbridge Keith's retirement in 1883, and that of Osborn in 1887, left the real management of the great wholesale house in the hands of Edson Keith, to whose skill the vast operations of their trade is so largely due. The fur and men's hat department has been reorganized and separated into the firm known as Keith Brothers, on Adams Street, of which Edson Keith is also president. With that versatile capacity for organizing and administrative ability, for which he is so well known, Edson Keith constitutes in himself the firm of Keith & Co., which controls a large terminal grain elevator, and is a director in both the Metropolitan National Bank and the Edison Electric Light Company. These are purely business affairs, however, and constitute only a part of his wonderfully resourceful activities as a type of the men who are the final explanation of Chicago's greatness.

He was one of the founders of the Calumet Club, and for three years served as its president. In the Commercial, the Chicago, and the Union League Clubs he is an active leader, and is a member of the New York Club known as the Union League. With others of the Commercial Club, which supports it, he is interested in the school of Manual Training, and is on its directory. Mr. Keith has been one of the most vigorous and efficient promoters of art, in all its forms, in Chicago, and has been one of those who have fostered its cultivation in such an unostentatious way for many years that the fruitage of recent days awakens surprise. He has spent much time in Europe in the study of art and has used his knowledge at home like a constructive statesman. One of the leading promoters of the Art Institution, he has long served as its vice-president, while in municipal life he has represented the highest ideals, as is indicated by the fact that he was one of the organizers of the Citizens' Association of Chicago.

Mr. Keith was married in 1860 to Miss Sue Woodruff, a daughter of one of Chicago's oldest pioneers. They have two sons. The elder, Edson Keith, Jr., is a graduate of the Yale class of 1884 and of the Columbia College of Law; the younger, Walter W. Keith, received his diploma in Yale College in 1892.

Mr. Keith is in his fullest prime, a man of cultured tastes and refinement, a most interesting conversationalist, and, above all, one of those characters whose long career in the midst of commercial operations of the greatest moment is one of stainless and unimpeachable integrity.





Wm. H. King

Henry W. King first came to Chicago in February, 1854, and immediately engaged in the ready-made clothing business, which was then in its infancy in the United States. The industry was undergoing a transformation. The old-time tailoring business was fast disappearing, and the new one of ready-made clothing was supplanting it in accordance with the progressive spirit of the new era. The possibilities at that time for the development of the business in Chicago were practically unlimited, and this fact was largely foreseen by Mr. King.

At first the partnership here was known as Barrett, King & Co., and the place of business was on South Water Street near Fifth Avenue, in the vicinity of which nearly all the wholesale interests of the city were then concentrated. It must be remembered that in 1854 Chicago, while very active, was still a comparatively small town (having then only 60,000), and had done, up to that date, very little wholesaling in clothing, groceries, etc. In fact, at the time of the establishment of the house of Barrett, King & Co., there was but one other wholesale clothing house in the city.

The firm began active operations at once. The first year their sales amounted to \$154,000, which, at that time, was considered, and was, a trade of great magnitude. Their business continued to expand throughout the West, and the number of salesmen and employes increased until at the time of the war the firm was enjoying a very large and profitable business.

In 1864, after a successful career of ten years, the firm of Barrett, King & Co. was dissolved, and that of King, Kellogg & Co. was formed, and the new house took up its quarters at the east end of Lake Street, where the wholesale trade was centering. The old business was continued by the new firm, and carried on until 1868, when the style of the firm became Henry W. King & Co., and thus it has since been known. In 1871, when the great fire reduced Chicago to ashes, it looked, at first, as if the city was dead. Whittier, the poet, wrote of it:

"On three-score spires had sunset shone,
Where ghastly sunrise looked on none;
Men clasped each other's hands and said:
The City of the West is dead."

But the fire was only the crucial test of the greatness and grandeur of the "City of the West." Every interest sprang into fresh, active life. Trade was resumed everywhere, in temporary sheds, or even in the open air. The firm of Henry W. King & Co. suffered a loss of \$550,000; but through the favor of Wirt Dexter, attorney of the Michigan Central Railroad, who placed freight cars at their disposal, they were enabled to save \$100,000 worth of stock. The depot caught fire while they were engaged in loading the cars, and they were forced to suspend their operations, or more could have been saved. The goods were removed to Michigan City, where they were stored for two weeks, at the end of which time the firm had secured temporary quarters at the corner of Canal and West Washington Streets. Here they promptly resumed business with the stock that had been saved and with new goods sent on from their factory in the East.

In 1872 they removed to the Farwell block, on Market Street; three years later to the corner of Franklin and Madison Streets, and two years ago to their present quarters, at the corner of Adams and Market Streets. Their business has rapidly increased until it has assumed gigantic proportions. Mr. King has been, from the start, the general manager and guiding spirit of the house. Two members of the firm are residents of New York, where all the manufacturing is done. In addition to their extraordinary wholesale trade, they have a very large and lucrative retail trade, with stores at New York, Boston, Philadelphia, Kansas City, Omaha, St. Louis, Minneapolis, St. Paul, Cincinnati, Milwaukee and Chicago. All the great retail business, in order that it may be kept distinct from the wholesale, is done under the name of Browning, King & Co., though the two houses are one and the same. This consolidation of wholesale and retail business, each itself an interest of great extent, constitutes the firm the greatest of its kind in the United States and probably in the world. The trade of 1891 reached the extraordinary figure of nearly \$6,000,000. No one but an experienced business man can comprehend that sum when applied to the clothing trade. It is one of the marvels of this remarkable city. The firm employs 5,000 persons, and that figure excites as much astonishment as the other. But the people of Chicago have become so familiar with long rows of figures that they fail any longer to arouse comment or surprise. We expect such things as a matter of course. But let us learn more of the man whose intelligence, integrity and energy have built up so colossal a trade.

Henry W. King was born in the great Empire State, in the County of Lewis, and was there reared and educated. He was surrounded with good influence, blessed with good parents, who appreciated life and were fully aware of its responsibilities. When he was yet in his early twenties he came to Chicago, and here his lot has since been cast. It dwarfs the spirit to be confined too closely to business. Life has many rosy sides, and the largest sum of happiness is conferred upon those who vary their accomplishments and expand their views. Some look aside from business to glance at philosophy, science, religion, art or philanthropy. It makes them sympathetic, whole-souled, in love with life, enraptured with the joy that fills the soul when liberty, love, charity, and faith are cherished. Mr. King's nature was too artistic to be confined to the plodding details of mercenary pursuits. He began to look aside and enjoy the promptings of his emotional nature. His interests and talents in philanthropy were soon manifested and appreciated. The demands upon him brought him out. He was one of the founders of the Chicago Relief and Aid Society, which has relieved so much distress and done so much good among the poor of this city. From 1871 to 1874, when so much depended upon the society, and when so much money was expended, the contributions of the whole world to the burned-out city (\$5,000,000), he was its president and directing spirit. He is to this day actively connected with this benevolent institution, having been its treas-



William Blair

urer since 1873. He has served as an official of the Chicago Nursery and Half-orphan Asylum and of the Old People's Home. He is very useful and prominent in religious circles, is a member and an elder of the Fourth Presbyterian Church, and is also chairman of the board of trustees of the McCormick Theological Seminary, an institution which is the pride of the city. Everywhere he has built up a splendid reputation for integrity and humanity. Such implicit faith and unswerving confidence have the public in the magnificent business ability and uncompromising integrity of Mr. King, that, while acting in the capacity of executor for large estates, where many thousands of dollars have been involved, he has never been required to give bond. It is in such citizens that Chicago takes its greatest pride.

He has engaged in other branches of business besides ready-made clothing. For twenty-five years he has been one of the directors of the Commercial National Bank. He is one of the trustees of the Chicago Real Estate Trust, and one of the directors for the United States for the London and Liverpool and Globe Insurance Company. He is well preserved, and stands among the leaders of all movements which have for their object the development of this city, the relief of distress, and the education and moral training of youth. Mr. King is a Republican and a member of the Chicago Club.

In 1858 he was united in marriage with Aurelia, only daughter of John R. Case, one of the old settlers of Chicago.

William Blair. Among the various branches of trade which have assisted, and at the same time been fostered by, the phenomenal growth of Chicago, there are few which, in all periods of the history of the city, have been more important than that of hardware, which in some manner enters into about all of the visible enterprises in every community. A list of those conspicuous here in this trade would reveal many names which have come to be honored wherever they are known, and at the very head of such a list should appear the name of William Blair, who may be regarded as having been in every correct sense the founder of the wholesale hardware trade in this city, as is demonstrated by the following briefly-stated facts inseparable from the history of that interest. In August, 1842, more than half a century ago, Mr. Blair came to Chicago and opened a small store at Dearborn and South Water Streets. In this concern his brother, Chauncey B. Blair, a resident of Michigan City, Ind., purchased an interest about two years later, though the business remained under the sole management of William Blair, Chauncey B. being a non-resident partner. With capital thus increased, Mr. Blair built up the wholesale trade and enlarged the capacity of the house to meet it, introducing iron as a prominent feature. A warehouse, quite extensive for that time, was opened at 75 Lake Street. In 1846 Mr. Blair acquired the interest of his brother, and admitted his brother-in-law, William E. Stimson, to a partnership in the enterprise. The firm of Blair & Stimson soon ceased to exist, however, on account of the ill-health of Mr. Stimson. A more commodious plant at 103

Lake Street was obtained in 1847, and in 1848 a building for the further convenience of the business was erected by Mr. Blair on a lot, which he purchased, at 176 Lake Street. After the withdrawal of Mr. Stimson, and until 1853, Mr. Blair conducted the business alone, with marked ability and success. In the year last mentioned C. B. Nelson, who for some years had been in charge of the books of the house, became Mr. Blair's partner, the firm name at that time becoming William Blair & Co. It was in the year 1853 also that the firm of E. G. Hall & Co. was organized by Mr. Blair and E. G. Hall, a former salesman in the Lake Street store. This house was located on South Water Street, and did a large business until Mr. Blair's withdrawal from his connection with it in 1860.

Meantime, in 1856, the firm of William Blair & Co. had been changed in its composition by the admission of O. W. Belden, who had been another trusted helper in the enterprise. By 1865 the business had outgrown its enlarged quarters, and Mr. Blair was compelled to erect a large building at 179 and 181 Randolph Street. This was doomed to destruction in the great fire six years later, but while the smoke yet ascended from its site the firm was installed, at least temporarily, at 30 and 32 South Canal Street, and the manner in which they supplied the unprecedented demand upon it for builders' hardware which followed the great conflagration excited the admiration of the retail hardware trade. On the first day of October, 1872, a little less than one year after the destruction of the old quarters on Randolph Street, Mr. Blair built and had ready for occupancy a new five-story building at 172 to 176 Lake Street and not long thereafter the structure at 179 and 181 Randolph Street was replaced by another larger and in every way more suitable to the increasing demands of general trade. James M. Horton was admitted to the firm in January, 1871, Augustus O. Hall, in 1873, and Edward Tyler Blair, a son of the senior partner, in 1880. In January, 1888, at the expiration of forty-six busy years, during which he had built up this pioneer enterprise until he was at the head of the most profitable hardware trade in the West, Mr. Blair and his son retired, and the firm of William Blair & Co., was succeeded by Horton, Gilmore, McWilliams & Co.

This is the all-too-curtly-expressed history of the first exclusively wholesale hardware house in Chicago. From its very beginning until his well-earned retirement, without an interruption, Mr. Blair continued at its head. It was the oldest hardware house in the city, the firm name of William Blair & Co., having been among the oldest of any kind in any line of business. When its retail department was discontinued it was the only wholesale hardware house in the West outside of St. Louis.

Mr. Blair's retirement from the hardware trade was in itself an event, and as such it was commented on reminiscently by the *Iron Age* and other leading journals devoted to this and kindred interests. The important facts in the life of the founder of this historic enterprise could not well be omitted in any work purporting to depict the rise and development of Chicago's commercial and manufacturing interests. William

Blair was born in Homer, Cortland County, N. Y., May 20, 1818, a son of Samuel and Hannah (Frery) Blair, both of whom were natives of Blandford, Mass. For five generations the family of Blair has lived in New England. The first of the name who came was Robert Blair, whose ancestors had removed, some generations before, from their native Scotland to the province of Ulster, in Ireland. He set up his domicile at Worcester, Mass., in 1718. The ancestors of Jonathan Frary came from England, and Jonathan Frary's youngest daughter, Hannah Frary, married Samuel Blair, and became the mother of the subject of this sketch. Samuel Blair located at Homer, Cortland County, N. Y., and not long after the birth of this son removed to a farm in the adjacent town of Cortland in the same county. From early youth young Blair manifested a predilection for a mercantile career, and it is not strange that, in 1832, at the boyish age of fourteen, he gladly accepted a position offered him in the stove and hardware store of Oren North, at Cortland. The zeal with which he entered upon the performance of the duties devolving upon him is attested by the fact that, four years later, in 1836, he had so far mastered the business in all its essential principles and details that he was chosen by Mr. North to go to Joliet, Ill., there to take entire charge of a branch store which it was intended should in time supersede the business at Cortland, whence all of Mr. North's interests were to be transferred from New York State. He took canal boat at Syracuse for Buffalo, and came from the latter place by one of the steamboats that made monthly trips around the lakes, and arrived at Chicago the first of August of that year, the journey requiring three weeks' time. This business young Blair established and managed with success until the panic of 1837 rendered the ultimate profits of the venture doubtful, and Mr. North cautiously determined to close out the Joliet business and continue operations at Cortland. But the young manager was more daring, and fortune had favored him to such a degree that he was enabled to purchase the stock and continue the business on his own account. Mr. North believed that real estate inflation and other wild speculation would paralyze enterprise in the West for all time, but Mr. Blair was on the ground, he liked Western people and Western ways, had faith in a Western future, and took this most practical method of showing his old employer how diametrically he dissented from this idea. It was with the utmost difficulty that old and experienced men with larger capital were enabled to weather the storm of financial adversity that at the time swept over the country, strewing the land with the wrecks of fortunes, and it was especially hard for the merchants located as far west as Joliet to obtain credit, the then location of all the wholesale houses in the faraway East rendering it quite impossible for the dealers, in the absence of the mail, telegraph and banking facilities of to-day, to keep reliably informed as to the financial ability of their customers.

Notwithstanding this conditions of affairs, young Blair established trade relations with the East that proved to be entirely satisfactory to all concerned, and for five years conducted a growing and profitable business in a town that was popularly

thought to be financially ruined. But he had his thoughts on Chicago, which was coming to the front as a business center of great promise, and in August, 1842, removed his stock to this city, and, at Dearborn and South Water Streets, instituted in a small way the enterprise which developed into the pioneer wholesale hardware trade, a brief history of which has been given. He was one of the earliest to recognize the gradual but influential change in methods of sale in the West of the products of cutlery and hardware manufactories, through the concentration of goods for distribution in the hands of jobbers in the more important interior cities, and perhaps the first to enter into large and profitable contracts with leading English manufacturers. In the management of this large trade, Mr. Blair was pre-eminently distinguished for his exactness, carefulness and conscientiousness. As a merchant, he passed during his long career, through ordeals calculated to try the soul of any business man, but never failed in integrity and manly independence. In the financial crises of 1857 and 1873, when many prominent merchants all over the country were obliged to compromise with their creditors, the same rare good sense and judgment served him that had been developed in the earlier panic of 1837, and he emerged from each with credit the best, owing no man a dollar. Ever through his long and gratifying commercial history, he remembered with gratitude his first and only employer, his early friend and adviser, his in every way admirable pattern, Oren North, in whose little store, in Cortland, New York, he received his first lesson in business ways and principles, and whose example of honesty and upright dealing won his admiration as a boy and his emulation as a man.

In 1865, when that institution was organized, Mr. Blair was chosen a director in the Merchants' National Bank, and he has served in that capacity continuously to the present time; he was a director in the Atlantic and Pacific Telegraph Company of New York and in the Chicago Gas Light and Coke Company for several years following their organization, and he has from time to time been prominently connected with other leading business and corporate interests.

He has been for many years a trustee of Lake Forest University, and since its organization he has been one of the managers of the Presbyterian Hospital; he was a manager of that early Chicago institution, the Young Men's Library Association; is a member of the Chicago Historical Society; was manager and for some years the acting president of the Home of the Friendless; was a manager of the Protestant Orphan Asylum, and, in different ways, always helpful, he has been and is identified with numerous other similar movements of a charitable and beneficial character. Until 1855 he was an attendant at Trinity Episcopal Church and for some years was one of its vestrymen. In 1859 he united with the Second Presbyterian Church and has ever since been a liberal contributor toward the support of all its auxiliary interests. Politically he is a Republican and is a member of the Union League Club. His earliest affiliations were with the Whigs, and he naturally grew into his later

1875
1876
1877

1878



Robert Morrison

political connection. In his younger days he was, much against his desire, influenced to act as delegate to Whig conventions, and as such had a seat in the Harrison and Tyler ratification convention at Springfield, in 1840, as a representative from Will County. This delegation traveled 150 miles from Joliet to Springfield by wagon, camping out by night and consuming two weeks in a journey that may now be accomplished in about six hours! Aside from such service as has been indicated, he has never in any public capacity devoted himself to the interests of his fellow citizens, having at all times refused to become a candidate for any office on any ticket, his tastes being decidedly for a business rather than a political career. During the last thirty years Mr. Blair has shown himself to be something of a traveler, though he has sought to profit intellectually by his journeyings, rather than to set an example of rapid flight from place to place, his inclination having impelled him to observe thoroughly and systematically as he went, not to see as much as possible in a given time. At times alone, at others accompanied by his wife and son, he has traveled through England, France and Italy, Egypt, Palestine, Greece and Turkey and the Highland regions of Scotland. His first European tour was made in 1865. In 1889 he made a close study of the Paris Exposition and treated himself to an itinerary through the cathedral towns of England. An unusually close and critical observer, he has thus and by judicious reading stored his mind with an extensive fund of useful and interesting general information.

Mr. Blair married Miss Sarah M. Seymour, daughter of John Seymour, of Lyme, Ohio, June 21, 1854, and two sons, William Seymour and Edward Tyler Blair, have been born to them, the first mentioned of whom died at the age of six in December, 1861. The younger son, who is married and a resident of Chicago, graduated from Yale in 1879, and was, as has been stated, a member of the firm of William Blair & Co. until its dissolution about five years ago.

Morrisson, Plummer & Co. The wholesale drug house of Morriison, Plummer & Co. bears the same relation to the drug trade that the houses of Field and Farwell bear to the dry goods trade, or those of McVeigh & Co. and Reid & Murdoch, to the grocery business of the country. The origin of the house antedates the organization of the city government here, when the population was only 3,820, and Madison Street was out of town, away south in the Chicago marsh. The drug store of L. M. Boyce, established in 1836, was the acorn out of which grew the great drug house of to-day. Sawyer & Paige succeeded Boyce; they sold the business to Sears & Paige, who were succeeded by Burnham & Smith. Later the names of Burnham & Van Schaack appear as proprietors; subsequently the firm was known as E. Burnham & Son, and toward the close of the old proprietary, in 1874, as E. Burnham, Son & Co., J. W. Plummer becoming a partner at that time. In 1875 Robert Morriison was admitted a member. They carried the house safely through the panic, and transferred it in 1876 to the firm of Morriison, Plummer & Co.,

comprising Robert Morrisson, Jonathan W. Plummer and Leonard A. Lange, the last named being a new member. From that year to the present time, a period of the most remarkable progress in Chicago, this house has kept pace with the city. Widening its field of trade and extending the boundaries of its influence, it competes with the older houses of older cities in the East and South, while throughout the Northwest its prestige, established long ago, is well protected. The firm was incorporated in 1886, with Robert Morrisson, president; Jonathan W. Plummer, first vice-president, and Leonard A. Lange, second vice-president and secretary. On the death of Mr. Morrisson, in 1888, Jonathan W. Plummer was elected president; James L. Morrisson, first vice-president; Leonard A. Lange, second vice-president and secretary, and John T. Plummer, treasurer. They, with Miss Bertha L. Morrisson, Edgar G. Hibberd, T. A. Cobb and James W. Morrisson, constitute the directory. An intelligent contact with the interests of Chicago and tributary country, gives the members of the firm a knowledge of everything relating to the material well-being of the city and country, and this knowledge they exercise in many ways, as individuals, aiding institutions which appear to them to merit aid, suggesting the establishment of other institutions, and always foremost in helping Chicago to perfect her great undertakings. The present offices and store of this company, at 200-206 Randolph Street, have been occupied since 1891, when the demands of trade called for more commodious quarters.

Jonathan W. Plummer was born at Richmond, Wayne County, Ind., March 25, 1835. His father, Dr. John T. Plummer, born in Montgomery County, Md., March 12, 1807, moved with his parents to Cincinnati in 1819 and to Richmond, Ind., in 1823. Joseph Pemberton Plummer, the grandfather of Jonathan W., was born in Anne Arundel County, Md., October 4, 1783, and died September 20, 1868. Dr. John T. Plummer entered Yale College in 1825, graduated with the class of 1827 and began the practice of medicine at Richmond, Ind., that year. He was a student of uncommon attainments, possessing a knowledge of Greek, Latin, French and German. A personal friend of the lexicographer, Noah Webster, he assisted him in the preparation of his dictionary, supplying the new words which sprung up with the settlement of the West. He edited "The School-master" in 1839 for Holloway & Davis, and compiled one or more readers for use in the schools of the Society of Friends. In 1857 he wrote the history of Richmond City, was a contributor to the *Journal of Pharmacy*, *Silliman's Journal* and other periodicals, and was an authority on many scientific points. In his death, which occurred April 10, 1865, Indiana lost an eminent man and a good citizen.

Jonathan W. Plummer was educated under his father's care, with a brief attendance at Greenmount College, near Richmond, Ind. After about eighteen months as a student of medicine, his health failing, he, at the age of nineteen years, established a drug store in his native town and for many years carried on a prosperous business



J. W. Hammer

there. In 1868 he formed a partnership with Robert Morrisson in the wholesale drug business at Richmond, which continued until 1874, when Mr. Plummer came to Chicago. His advent here in the dark days of 1874, when reputed wise men deserted the city, was the result of his faith in our city and belief that it would give ample room for enlarged business. He at once entered the firm of E. Burnham & Sons, and in 1875 his former partner at Richmond, Robert Morrisson, became a member of the firm of E. Burnham, Son & Co., and in 1876 the firm was changed to Morrisson, Plummer & Co.

Mr. Plummer was married in 1855, at Richmond, Ind., to Miss Hannah A., daughter of Thomas and Sarah Ballard, who was a native of Ohio, but came with her parents to Richmond, Ind., while a child. They have had six children, namely, Mary W., Elizabeth B., Joseph P., John T., Frances R. and Addison W., all of whom are living. In the family circle, as well as in public affairs and business circles, Mr. Plummer's moral character, cautious foresight and wide experience are appreciated. His example as a business man exerts a most beneficial influence on the employes of the company and goes beyond his office to other large employers of labor. He was a director of the Fort Dearborn National Bank from 1888 to 1891 and a charter member of the Illinois Industrial Training School for Boys, at Norwood Park, Ill., now known as the Illinois School of Agricultural and Manual Training for Boys, at Glenwood, Ill. He was an organizer of the Illinois Prisoners' Aid Society of Chicago and a director of the Onarga Home, at Onarga, Ill., for the wives and children of convicts, and a commissioner of the organizing board for the Working Women's Home in Chicago. In religious affairs he is a member of the Society of Friends, and one of the organizers of the Friends Union for Philanthropic Labor, which now has seven constituent branches in the country and is celebrated for its beneficent work. In 1890 he was appointed a director of the World's Congress Auxiliary of the Columbian Exposition, a position for which his faith in humanity and human capacity fitted him. As a merchant of Chicago, the confidence of his associates in a great business and the respect of the employes of his house are, after all, the highest testimonials, for no man wanting in commercial integrity and high mercantile ability could win such confidence and respect.

The Morrissons in the United States are said to be descendants of the pioneers of Lancaster, Chester, Adams and York Counties, Penn., men who fled here in the first half of the eighteenth century, to escape oppression and who, in the latter half of that century opened the Revolution at Mecklenburg, S. C. Robert Morrisson, the pioneer of the family in Indiana, was born in North Carolina, October 19, 1786, and married Miss Jane Price. When he died, September 12, 1865, of the three children born to them, James L. Morrisson inherited his estate and succeeded him as partner in the Citizens' Bank. James L. Morrisson, though a resident of Richmond, Ind., was vice-president of the Morrisson & Plummer Company of Chicago, until his death

in August, 1893. Robert, of the firm, who died March 6, 1888, was his son and Elizabeth J., his daughter. Robert Morrisson, just named, was born at Richmond, Ind., December 27, 1842. After completing a thorough education, he entered the Bank of the Ohio Valley, at Cincinnati, but immediately after the war selected St. Paul, Minn., as his home and established a wholesale grocery house there. Three years of life in that high altitude satisfied him that a point nearer the center of population offered greater advantages, so, in 1868, he returned to Richmond, formed a partnership with Jonathan W. Plummer and established a wholesale drug house there. In 1874 his partner became interested in the Chicago drug house of E. Burnham & Son, and in 1875 he himself acquired an interest. From that period to his death, March 6, 1888, he was *de facto* head of the firm and its president from 1885 to 1888.

In 1864 he married Miss Fayette C., daughter of William and Charlotte Lord, of Brownville, N. Y. Their children are Bertha L. and James W. Mr. Morrisson was a member of the National Wholesale Druggists' Association, a director of the Fort Dearborn National Bank, and a member of the Union League Club. His character was well portrayed in the Richmond paper which announced his death: "Loving his home, fond of music and literature, he drew around him those of like tastes with whom warm and enduring friendships were formed. His wisdom and pleasure in guiding the education and developing the tastes and abilities of his son were unusual and admirable. In his social relations as neighbor and friend, he was marked for his courtesy, modest bearing and dislike of all shams or hypocrisy. Still not admitting any too intimate relations, when once admitted, he gave to such warm confidence and friendship. His death, in the prime of his manhood, brings sorrow not only to a loving wife, daughter and son, and to parents who had hoped in late years to lean with pride upon a beloved son, but to a large group of friends from the social and business circles in the city of his adoption." To-day, in greater measure, all this and more may be written, for during his career at Chicago he was a part of the city and a sharer in movements for bettering its moral and material condition.

Leonard A. Lange, now the secretary of this company, has been one of the most indefatigable workers since the days of Burnham & Van Schaack, in 1868, well liked throughout the house, and one who is popular with its customers, a genial gentleman, thoroughly posted in the workings of his department.

William M. Hoyt Company. The house of William M. Hoyt Company is one of the oldest, largest and most successful of the great wholesale grocery houses in the West and, indeed, in the country. Established at a time when Chicago was a straggling prairie village, it has kept pace with her growth and is to-day, like its prototype, increasing in influence, extending territory, always successful. How like Chicago! Little and unpretentious at its birth, it reached manhood in youth and jumped, as it were, from the ranks to a commanding position in the army of the mercantile world.

Thirty-seven years ago (1857) William M. Hoyt cast aside the restraints which

surrounded his position as clerk in Talcott's fruit store, and embarked in business for himself at No. 51 Lake Street. His knowledge of fruits and fancy groceries and a purse of less than \$100 formed his only capital, but in addition to these, a thorough faith in the destiny of Chicago, a strong heart, willing hands, and a commercial acumen were his possessions. The business established in 1857 expanded rapidly, and in 1862 the larger house at 15 Dearborn Street became the headquarters of the trade. In 1863 Mr. Hoyt was joined by Daniel Sherman and the firm of William M. Hoyt & Co. was formed, but the partnership was of short duration, so that Mr. Hoyt may be said to have carried on the business alone until 1865, when two of his principal employes purchased interests, leaving the founder a small share in the house. His object in retiring from the firm he established was not to seek rest, for then as now the Chicagoan was restless, a man whom rest would kill. In February, 1865, he organized the firm of William M. Hoyt & Co., comprising himself, S. M. Case, W. T. Sherer, and Christopher Watrous, and re-established a large wholesale grocery house at 101 South Water Street, formerly carried on by James A. Whittaker. Some years later they were located at 36 South Water Street, whence they moved to 48-50 South Water Street early in 1871. In 1867 Mr. Case retired, and four years later the retirement of Mr. Sherer was recorded, so that in 1871 Messrs. Hoyt and Watrous constituted the firm. The great fire of October 8-9, 1871, destroyed their large stock, entailing heavy loss, but like the city, they rose above misfortune and resumed business a few days after the fire, in temporary quarters on South Canal Street.

Meantime the firm sought an eligible site for a building and found it on a portion of the site of Fort Dearborn, the last structure of which disappeared in the great fire. There a five-story brick building, fronting 112 feet on Michigan Avenue and 100 feet on River Street, was erected to meet the requirements of a Chicago of the future, for the destruction of the old town had the strange effect of building up higher hopes for the new city. It is historic ground, and the owners, realizing this fact, stole an hour from trade and commerce to devote it to history; for on a white marble tablet, inserted in the River Street front of their wholesale house is a bas-relief representation of the old block-house and the following inscription:

"This building occupies the site of old Fort Dearborn, which extended a little across Michigan Avenue and somewhat into the river as it now is. The fort was built in 1803-04, forming our utmost defense. By order of Gen. Hull it was evacuated Aug. 15, 1812, after its stores and provisions had been distributed among the Indians. Very soon after, the Indians attacked and massacred about fifty of the troops and a number of citizens, including women and children, and next day burned the fort. In 1816 it was rebuilt, but after the Black Hawk War it went into gradual disuse, and in May, 1837, was abandoned by the army, but was occupied by various government officers till 1857, when it was torn down, excepting a single building which stood upon the site until the great fire of Oct. 9, 1871. At the suggestion of the Chicago Historical Society this tablet was erected, November, 1880, by W. M. Hoyt."

The history of the two forts is the romance of Chicago, often and often related,

and given fully in other pages of this work. The site is as interesting to the historian as it is valuable to the merchant.

The old house, of which Mr. Hoyt was a silent partner since 1865, prospered exceedingly, and on August 1, 1873, it was consolidated with the newer and larger house on River Street, R. J. Bennett and A. M. Fuller becoming members of the firm. At this time the policy of selling goods through the medium of traveling salesmen was discontinued, and that of winning customers through the medium of printed price lists adopted. The *Grocers' Criterion* was issued and distributed by this firm in their own interests, but soon after it was recognized as a great trade journal and had a wide circulation. So important did it become that a special department had to be reserved for it until sold to D. O. Lantz & Co. In later years Eugene J. Hall, the junior member of the publishing company, obtained control, and is now the successful publisher and editor.

The value of goods sold during the year, after this plan was adopted, amounted to \$850,000, and year by year the totals show an increase, until now it amounts to or approximates \$5,000,000 per annum. This remarkable departure from old time methods is primarily due to the untiring industry of the members of the firm and to the reputation they have won for honorable dealings throughout the entire territory tributary to Chicago.

The incorporation of the firm was recorded in the fall of 1882 under the title William M. Hoyt Company, the capital stock being placed at \$500,000, sixty per cent. of which was paid up at that date. The officers were William M. Hoyt, president; A. M. Fuller, vice-president; R. J. Bennett, secretary and treasurer. The officers named, with A. C. Buttolph and Graeme Stewart, who were admitted partners, formed the board of directors, and have served in the respective positions for the last twelve years. To-day the capital is entirely paid up and a surplus fund of over \$100,000 is recorded.

William M. Hoyt, the founder of the house of William M. Hoyt Company, was born at New Haven, Vt., July 27, 1837, of which State his parents, Carlos M. and Charlotte (Buttolph) Hoyt, were natives. His mother died when he was a youth, leaving the father to take care of the family. In 1855, when Illinois claimed the attention of the Eastern peoples for her rich prairies and for her railroad, river and canal communication, Mr. Hoyt, Sr., looked westward, and that year came to this State with his family, locating on a farm at Deerfield in Lake County. William M. was then in his eighteenth year, and with true Vermont decision, concluded that the town at the mouth of Chicago Creek presented more advantages than the farm near the prairie village of Lake County. He came hither and got a position as clerk in the pioneer fruit store of L. A. Talcott.

For over a year he labored industriously in this position, fitting himself for the higher one which was soon to come. In 1857 he placed the foundations of that great



R. S. Bennett

commercial house, the history of which has been already given, and on this foundation built up a name, not only in commercial and real estate circles, but also in the social and benevolent circles of the country. His faith in Chicago was never lowered by panic or fire, and as a result he is to-day the owner of most valuable business and residence property north of the Chicago River, while his tenement and apartment houses number over 150.

Mr. Hoyt's marriage with Miss Emily, daughter of Nelson Landon, of Lake County, Ill., took place in 1860. Like his own family, the Landons left Vermont at an early day and settled in Illinois. Of the three children of this marriage, Emily J. Hoyt married F. M. Fox, of Philadelphia; Landon J. Hoyt is an employe of the William M. Hoyt Company, and Phelps Hoyt is a schoolboy. Mr. Hoyt is many times a millionaire, a true friend of Chicago and her institutions, and always prominent among the workers for her advancement.

Robert J. Bennett, of the firm of Wm. M. Hoyt Company, is descended from pioneers of Illinois, his parents having settled in Lake County as early as 1844. He was born at Pulaski, Oswego County, N. Y., February 9, 1839, being the fourth in a family of eight children, five of whom are now living. His father, Reuben J. Bennett, was an old settler of Oswego County, the first of his name coming from Ireland in early colonial days, while his mother, Alta Haskins, is the eighth in descent from Miles Standish, "a pilgrim but not a puritan." In 1844 the Bennett family left their Oswego County home for Illinois, where Mr. Bennett, Sr., purchased a tract of United States land, and settled near Diamond Lake, where he resided up to the time of his death in 1883. His widow, eighty-five years of age, died in 1893. Robert J. Bennett passed his youth and early manhood there and, like all intellectual young men of his day, was qualified to teach, and did enjoy the experiences of teaching, district school. A new life opened to him in 1863, when he came to Chicago. Engaged at once as cashier and general book-keeper for Wm. M. Hoyt & Co., he held that position for two years, and in 1865 joined A. M. Fuller in the purchase of Mr. Hoyt's interests in the store and business. On the consolidation of the two houses in 1873, Mr. Bennett assumed financial direction of the new company's affairs, a position which has claimed his constant attention since. His share in shaping the policy of the house has had a marked influence in winning phenomenal success and, in other directions outside mercantile life, his faculty for making every undertaking successful has been felt. Whether as director of the Atlas National Bank or developer of his real estate at Ravenswood, he has always shown an aptness for precise conclusions, the adoption of which proved their correctness.

It is not alone in the business world that Mr. Bennett is best known. He has performed a prominent part in all public matters of advancement that he deemed worthy of his friendship, and has always been foremost in the moral development of the city and community. For years he has taken a deep interest in educational affairs, and is

one of the most generous givers in the Congregational Church and its interests. He was the principal donor toward the building fund for the Congregational Church at Ravenswood, of which he and his wife are active members. For years he has been prominent in Sunday-school work and has taken an important part in advancing that magnificent order, the Y. M. C. A. Mr. Bennett built and equipped the gymnasium for the Ravenswood branch of the Y. M. C. A. at a cost of \$15,000, which he has donated to the society free of charge for five years.

His marriage with Miss Electa M. Hoyt, sister of Wm. M. Hoyt, was celebrated in 1862. To them three children were born: Arthur G., an employe of the Wm. M. Hoyt Company, Maude E., who married Architect Charles M. Vail, and William H., attending school.

Mr. Bennett inherits a splendid constitution from his ancestors, and this, leading naturally to a genial personality, enables him to accomplish the greatest amount of work in the shortest time, and in the most agreeable manner. Politically he is a Republican, having a clear conception of what the party has accomplished and is accomplishing for the country and for the republics south of us, in the welfare of whose peoples Americans of the United States are sincerely interested.

Alonzo Munson Fuller, vice-president of the Wm. M. Hoyt Company, was born at Lowell, Oneida County, N. Y., October 4, 1844. His parents, George W. and Mary (Munson) Fuller, moved to Illinois a few years later, settling in Lake County, where A. M. Fuller received his education. In 1860 or 1861 Chicago was selected by the youth as his future home, and leaving the farm for the young city, he found employment in the fruit and fancy grocery store of Wm. M. Hoyt, in whose employ he remained about three years, when he became a partner of Robert J. Bennett, and purchased Mr. Hoyt's interests in that store. In 1873 he and Mr. Bennett agreed to consolidate their business with that of Wm. M. Hoyt & Co., since which time he has filled the position of general purchaser and manager of the sales department. He has been prudent and has accumulated a fair fortune.

He married Miss Lotta J. Hoyt, a sister of William M. Hoyt, the president and founder of the business. Their only son, Frank H., is an employe of the firm.

In addition to their wholesale grocery, the firm control the celebrated brands of spices and coffees, known as "Fort Dearborn Mills," prepared in their commodious building, Nos. 6 and 8 River Street. The individual members of this firm are self-made men in the best and truest sense of that term, neither of them inheriting aught except sturdy health and good moral principle, which they have wisely applied in rearing a splendid commercial house, which has never known dishonor, and whose fame, as one of the leaders in the commercial development of the Northwest, is worthy to be fully recorded.

Henry Abiram Spaulding. If there is any art in which all the dross is worn away and by refining process the full beauty of every truth of the material world is made



H. A. Spaulding

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to stand before the eyes of men, it is the art of the jeweler. Beauty is God's trademark, proving His handiwork, and the craft of the jeweler, utilizing all the resources of fine stones and ores for the adornment of common life, is in line with divine methods. While the ancients reserved beauty for picture, or statue or temple, the art of the jeweler has helped to distribute it upon the articles of common life, sprinkling it o'er the table, altar or mantelpiece, making all utensils of food and drink become ministers of the highest forms of beauty. In the museums of Europe and this country jewels of various nations are among the most interesting and instructive collections. They afford the data for the study of the customs of races long since passed away, leaving behind them frequently no fuller record of their existence than such as is contained in these collections of their appliances for personal decoration. From the polished and engraved bones of the lake dwellers up to the quaint but exquisitely worked jewelry of the Etruscans, the Romans and the Byzantians, the gradual growth of the art can be traced step by step, and the different national characteristics of the various peoples can be studied as accurately as in their architecture or any other records of their culture which have come down to us. While the business of the honest jeweler preaches a sermon of truth in its very elements, there are spurious jewelers, who by dealing in spurious jewels, teach a lesson of deceit and false pretense. The jeweler should be a gem in himself, resplendent among his fellow-men for his innate probity and the honesty of his representations. He should, above all, know his art to perfection, lest he deceive through being himself deceived. The profession, for such it truly is, demands a large share of the taste of the artist, the breadth and knowledge of the man of science, and the activity and acuteness of the man of affairs; indeed, it is doubtful if there is any other calling demanding so much technical information, such strict familiarity with a wide realm of objects or so much refined and experienced taste as must be possessed by the head of such a business. There are many experts in gems and jewels, both in this country and throughout the Old World, but in Henry Abiram Spaulding, head of the celebrated house of Spaulding & Co., Chicago possesses one whose opportunities to inform himself almost infallibly in all departments of the lore of the jeweler's art have not been surpassed by those of any other connoisseur in the Old World or the New; and, as few men have had more to do with the extension of the American jewelry trade in foreign lands than Mr. Spaulding, his career has attracted the widest notice and comment, and is one which must prove exceptionally interesting, not only to the student of international commerce, but especially to citizens of Chicago who desire to know something of their most successful contemporary.

Mr. Spaulding is not only a jeweler, but the son of a jeweler. His father, however, abandoned the jewelry trade, and, following the bent of a mind naturally scientific, took up the profession of medicine, and became a physician of skill and prominence. New York City was the place of Mr. Spaulding's nativity, and he was born

November 11, 1837, to Dr. Abiram and Julia A. (Thornton) Spaulding. Dr. Spaulding was of the sixth generation of Spauldings in America, counting from Edward, the founder of the branch of the family to which Henry Abiram Spaulding belongs. The name Spaulding appears quite early in English history, and the name, as a patronymic, is on the Continent as well as in Great Britain. The Spauldings of America, except a few who have recently emigrated to this country, are all descendants from three ancient families, one of which, with whom this sketch has most to do, settled in Massachusetts, a second in Maryland and a third in Georgia.

Edward Spaulding, the first of the name of whom we have any knowledge, came to America in the earliest years of the Massachusetts colony, probably between 1630 and 1633. He was made a freeman in 1640. In 1652-55 he was prominent in connection with the laying out and incorporation of Chelmsford, Mass. He was one of the proprietors of the "New Field," which was included in an addition made to the town plat in 1656, but which was not fenced and so named until 1669. Others of the family were conspicuous in connection with the primitive history of this old town. He was twice married, and died in 1670. His youngest child, Andrew, was born in 1652, and under his father's will succeeded to the paternal estate. He was chosen deacon of the church and held that office at the time of his death, which occurred in 1713. Andrew, his eldest son and second child, was born in 1678. He lived in Chelmsford, and was a deacon in the church, and otherwise prominent. He died in 1753. James, his ninth child and seventh son, was born in Chelmsford in 1714, and settled at Westford. He removed to New Ipswich, N. H., but after a few years returned to Westford, where he died about 1790. Silas, the sixth son, and eleventh child of James, was born at Westford, Mass., in 1757, and died at Fort Ann, N. Y., in 1812. He was a soldier of the Revolution, and was at the battle of Bennington, Vt., and at the surrender of Burgoyne, and in the engagements which preceded it. After the war he married Hannah Brown and settled at Granville, N. Y., whence he removed to Fort Ann. His youngest child, Dr. Abiram Spaulding, father of Henry Abiram Spaulding, was born at Fort Ann, N. Y., May 9, 1807. He had two sons and four daughters, of whom the immediate subject of this sketch was the fourth in order of birth. He died December, 1887, at Aurora, Ill.

Henry Abiram Spaulding first saw Chicago in 1848, when he came West with his father's family, journeying by water from New York, and consuming on the trip fully a month. The family located in Aurora, Ill., where the elder Spaulding engaged in the jewelry trade. Six years later, when he was seventeen, and had acquired considerable education and no little knowledge of the jewelry and general business, young Spaulding accepted a position offered him in the old-time dry goods store of Olmstead & Co., on Lake Street, opposite the little old store of Potter Palmer, where the afterward merchant prince conducted a small business somewhat on the plan of the country village storekeeper of to-day. That was in 1854, the year of the opening of

the Chicago, Burlington & Quincy Railroad, and Mr. Spaulding made the journey from Aurora to Chicago as a passenger on the first locomotive that ever ran over that line between the two cities. It was vastly different from the improved engines of to-day, but it fulfilled its mission and was a wonder to all who beheld it for the first time; and, indeed, the railroad itself was a rude affair, consisting of "stringers" laid on sleepers, and surmounted by "strap" rail, and the experiences on the old "Q" road with "strap" rail were no less dangerous and amusing than those on other lines of similar construction. Mr. Spaulding's next employment was with the dry goods house of Williams, Case & Rhodes, which was swept away in the panic of 1857. This disaster did not seriously inconvenience him, however, and it may have been a blessing in disguise, for he was offered and accepted a place in the great New York establishment of Ball, Black & Co., at that time one of the world's famous jewelry houses. There he was afforded exceptional opportunity to acquire a knowledge of gems and jewels, which he perfected in his subsequent experience. His connection with this house continued until 1864, when he engaged in the jewelry trade for himself, in New York, as a member of the firm of Browne & Spaulding, which was in existence until 1871.

Attracted by his success, the celebrated house of Tiffany & Co. made him a most flattering proposition to become its general representative in Europe; and in 1871 he entered upon a memorably successful career with this establishment, which resulted in the bestowal upon it of prestige such as no other American house ever had, and ended only when Mr. Spaulding engaged in his present enterprise in Chicago. During the whole period of his connection with Tiffany & Co. Mr. Spaulding had headquarters in Paris, France. Probably no other man, certainly no other American, has had such an opportunity as was his to examine the world's famous gems. He went to Europe with letters of the highest commendation from Gen. Grant, Vice-President Schuyler Colfax, Chief Justice Waite, and others no less distinguished; and an acquaintance with the Prince of Wales, formed during the visit of the heir-apparent to this country in 1860, enabled him to visit all the royal families of Europe, with the heads and principal members of which he had personal interviews. His acquaintance with these distinguished personages, thus auspiciously formed, enabled him to inspect all the priceless crown jewels of the Old World, as well as all the rare gems and jewels owned by different members of the several royal households. Among the large and costly jewels submitted to him were some with most interesting histories, notably the following: "The Regent," the largest of the crown jewels of France, required two years in cutting. It was found at Parteal, and weighs 410 carats. It was bought by the Regent of France, in 1717, for 12,000,000 francs. A slave is said to have stolen it, and hidden it in an incision made for the purpose in his thigh. It was afterward found and returned, and adorned the crown of Louis XV. "The Orloff," belonging to the Russian crown, weighs 194¼ carats, and cost \$450,000, and a life pension of \$4,000 annually. "The Florentine," the richest jewel of the crown collection of Austria,

weighing $139\frac{1}{2}$ carats, is valued at \$105,000. "The Hassac," owned by the Duke of Westminster, weighs $79\frac{1}{4}$ carats, and is valued at \$30,000. "The Pigott," owned by a London jeweler, weighs $82\frac{1}{4}$ carats, and is worth \$150,000. "The Tiffany Stone," belonging to Tiffany & Co., weighs $125\frac{1}{2}$ carats. He was shown a sapphire and diamond brooch belonging to Czar of Russia, and valued at \$800,000. The richest sapphire was $2\frac{1}{4}$ inches in diameter, and was surrounded by diamonds each as large as a hazel nut.

It is doubtful if any other American ever made so extensive a tour of the Old World and met so many of its dignitaries and so many representatives of its royalty, and no man traveling in the Old World without official prestige ever had conferred upon him so much honor by men and women who rarely condescend to meet representatives of commercial interests under any circumstances. At Sandringham Hall, Mr. Spaulding had the honor, after an interview with the Prince and Princess of Wales, during which he consented to supply certain costly jewelry, of being presented with game shot by the Prince and other valuable mementoes of the occasion which were dispatched to London for him. He also was specially invited to afternoon tea to Lady Paget's house, where he met some most notable members of the peerage and *attachés* of the Court, as well as the ambassadors from the principal foreign powers, among whom were the Duc de Repulo, Comte Zeweske, the Baron Tefferbriek and Prince Biron de Courlude. His visit to Queen Victoria at Windsor Castle was also most memorable. Sir Henry Ponsonby, the Queen's Equerry, presented Mr. Spaulding with admission to the dais on the occasion of the general ceremonial opening of court, in appreciation of the satisfaction Mr. Spaulding had given the royal family in the matter of the finest jewelry. He was treated with equal distinction at other European courts. During his residence in Paris, he was frequently dined by Vice-President Morton, then minister to France. Upon all the important occasions during that period, he was one of the distinguished guests, notably at the inauguration ceremony of Bartholdi's statue of "Liberty Enlightening the World." Thereafter in New York a special place was reserved to all those who were present at the Paris inauguration to witness the re-inauguration in America. As a proof of the confidence reposed in him by our ambassadors to foreign parts, with whom his relations were always most cordial, he was entrusted on nearly every one of his return voyages from the different capitals of Europe, with special dispatches to the government. The handsome certificates of the "Bearer of Dispatches" form a very interesting feature of the large correspondence incident to that remarkable period of activity and diligence. Among his most constant correspondents at that time were Chief Justice Waite, Vice-President Colfax, Secretary Babcock, Hon. Samuel S. ("Sunset") Cox, and others equally eminent. Mr. Spaulding was successful in making arrangements which resulted in the appointment of Tiffany & Co. as gold and silversmiths to Her Most Gracious Majesty the Queen of England, His Royal Highness the Prince of Wales, Her Royal

Highness the Princess of Wales, His Royal Highness the Duke of Edinburgh, Their Imperial Majesties the Emperor and Empress of Russia, His Imperial Highness the Grand Duke Valdimir, His Imperial Highness the Grand Duke Alexis, His Imperial Highness the Grand Duke Paul, His Imperial Highness the Grand Duke Sergius, His Imperial Majesty the Emperor of Austria, His Majesty the King of Prussia, His Majesty the King of the Belgians, His Majesty the King of Italy, His Majesty the King of Denmark, His Majesty the King of Spain, His Majesty the King of Portugal, the Khedive of Egypt, and His Imperial Majesty the Shah of Persia, as well as to the Emperor of Brazil; and the house had conferred upon it the gold medal "*Proemia Digno*," from the Emperor of Russia, in 1883, and the Grand Prix and Legion of Honor, Paris, in 1879.

Having a full appreciation of the artistic side of his calling, Mr. Spaulding's idea was and is to promote the taste for the beautiful and refined in the precious metals and the costly stones in that city in which he had his first noteworthy business experience, and in whose great future he always had the most unbounded faith, and in 1888 he determined, after quite extensive correspondence with prominent Chicagoans who favored the idea most enthusiastically, among them Levi Z. Leiter and George M. Pullman, to embark in his present enterprise in this city, but not until his loyalty to the house Tiffany & Co. had led him to exhaust every argument and device of persuasion in an attempt to induce that company to open a branch here. Many were the regrets of Mr. Tiffany, who fully appreciated Mr. Spaulding's great achievements in behalf of his house, but Mr. Spaulding felt that he had a most important mission, and finally telegraphed from Paris his determination to relinquish his connection with the New York firm and enter upon the great field in the West. The house of Spaulding & Co., at State and Jackson Streets, Chicago, and 36 Avenue de l'Opera, Paris, France, was established and incorporated that year. It has a paid-up capital of \$500,000, and its officers are Henry A. Spaulding, president; Edward Forman, secretary, and Lloyd Milner, treasurer. It does a general business as gold and silver-smiths, and manufactures extensively, occupying four floors, each 147x40 feet in area, as salesrooms, and a third for its manufacturing department, and employs in all its branches from eighty to one hundred persons. The associates of Mr. Spaulding are men of business ability and experience, and each is thoroughly informed in the special departments of the important business of the house to which, by a natural division of labor, he devotes his attention.

In less than five years "Spaulding's" has been made to Chicago what "Tiffany's" is to New York, and it is doubtful if any other business establishment in the city attracts so many visitors who come, not especially to buy, but to see the unique and magnificent display of beautiful things there silently but surely doing their part in the great work of human refinement, for which the age in which we live is wonderful above all that have preceded it. Every day adds to this rich treasure house, and vis-

itors to Chicago will find here a display of rare gems, ornaments and jewelry second only to that of Tiffany & Co. The Parisian branch of Spaulding & Co. is the most conspicuous American addition to that city in the way of adornment and trade. The show-rooms beneath the chambers of the American Consulate are handsomely decorated in white and gold. The enthusiasm of the Parisians is especially awakened by the "Evening Room," draped in black velvet, and in other respects very like the "Gem Boudoir" of the Chicago house. Chicago is benefited by the Paris branch in that it enables Spaulding & Co. to secure for the Chicago establishment every Parisian novelty directly it appears, and very many such novelties and precious objects of art, are received by every steamer. It is a fact of much significance in this connection that within four to six days' journey from Chicago are to be found quite plentifully not only gold and silver and the richest and most beautifully colored marbles, but sapphires, spinel rubies, topaz, smoked topaz, and other gems, while such stones as must necessarily be imported are as easily accessible to Chicagoans as to jewelers on either coast. This, taken in consideration with the city's great and growing trade in gems and jewels and all their kindred articles, must indicate that the day is rapidly approaching when Chicago will be the center of this trade for the American continent.

Mr. Spaulding was married December 17, 1874, to Miss Cornelia Russell, of New York City, daughter of J. G. Russell, who was one of the pioneers in commercial navigation and was one of the proprietors of the Black Ball line of boats, in use long before the introduction of steamers. To Mr. and Mrs. Spaulding have been born two children named Russell and Marguerite. In social life Mr. Spaulding has been prominent, but he really cares little for society, in the ordinary sense, and the attractions of his own fireside are too strong to admit of his becoming a man of the world, as the term is usually understood. He is a member of the Stanley Club, of Paris, and has long been identified with the Chicago Club, of this city, but he often says, when speaking of this fact, that to him "home is the best club of all." He is recognized as a typical American and as a fit representative of the great State of Illinois, as was demonstrated when he was appointed commissioner for Illinois at the World's Exposition, at Paris, in 1889. His report, when his duties were terminated by the close of the exposition, embraced facts of the greatest importance to the general public, and for that reason it was given to the press by Gov. Fifer, who wrote Mr. Spaulding, commending it in the highest terms. In all things Mr. Spaulding is an enthusiastic Chicagoan, proud of the city, and doing it honor, not alone in the high character he gives to his branch of trade, but in every other way possible to a progressive and patriotic citizen. He has watched its growth almost from a country village, and during all the years since he first saw it, his faith in its future has never wavered. He believed years ago, as he believes now, in a destiny that proclaimed it the future metropolis of a continent, and in the full vigor of his business life, he beholds it, in many respects, the greatest city in the world.

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Marcus A. Farwell

Marcus Augustus Farwell. The death of an old and honored citizen of Chicago, at Waukesha, Wis., June 12, 1894, robbed the city of a conspicuous figure among her early and well-known business men, who, for more than forty years, held an honorable place in our commercial economy.

Marcus A. Farwell was born in Coshocton County, Ohio, July 8, 1827, and there grew to manhood. His parents, Zophar and Betsy (Knight) Farwell, were descended from early settlers of New Hampshire, who on the paternal side could boast of furnishing soldiers to the Revolutionary army from 1776 to 1781, and again during the War of 1812. Though the educational advantages afforded in the vicinity of the home farm were not of the best, he obtained during his boyhood a very fair education in the ordinary English branches. At the age of nineteen he secured a position in a country store at Eaton Rapids, Mich., and was there employed for four years, or until 1851. Then he went to Iowa, but the opportunities for advancement offered there did not meet his ambitious requirements, and he determined to select Chicago for his home, as the town was then becoming a place of importance, of which young Farwell heard much, which he did in 1851, making the journey from Elgin on the pioneer Galena & Chicago Union Railroad.

He found employment, as clerk, in the wholesale grocery house of M. D. Gilman, then at 153 South Water Street. During the succeeding three years he managed, by economy, to save a small capital with which he secured an interest in the firm of M. D. Gilman & Co., and on January 1, 1856, he was admitted to a full partnership in the concern with W. C. D. Grannis, now president of the Atlas National Bank. He was prominent in that and its succeeding firms of Gilman, Grannis & Farwell, Gilman & Farwell, Grannis & Farwell, and Farwell, Miller & Co. from 1867, when Mr. Gilman retired, until 1883. As a member of the stanch old house of Grannis & Farwell, at the time of the great fire, he was the first of Chicago's business men to telegraph to New York that, although its establishment was wholly destroyed, the house would pay a hundred cents on the dollar. After leaving the temporary quarters on Michigan Avenue and Twenty-first Street, business was carried on in various places until the rebuilding of the house on Michigan Avenue, near Randolph Street, in 1874. The firm as Farwell, Miller & Co., as reorganized in 1880, when Mr. Grannis disposed of his interests, was one of the leading wholesale establishments in the city, until Mr. Farwell disposed of his interest entirely and withdrew from active mercantile life, to manage the affairs of the Oakwoods Cemetery Association.

Thirty years ago Mr. Farwell was the owner of 160 acres of land where Oakwoods Cemetery is now situated. The Oakwoods Cemetery Association was incorporated in 1864 and from that date to the time of his death Mr. Farwell was most actively engaged in its management, holding the position of secretary and treasurer until 1879, and subsequently that of president. The cemetery is one of the most beautiful of the many attractive burial places for which Chicago is noted, and to Mr.

Farwell is due more credit than to any one else for the excellent management which has made it what it is.

In political affairs he was always more or less interested, but he was not a politician in the common acceptation of the word. In 1879 he was a candidate for city treasurer of Chicago on the Republican ticket, which was not that year successful, though he received 20,662 votes, against 26,176 cast for his Democratic opponent. In 1880 and 1881 he served in the capacity of collector for the South Town, and the fact that a bond for \$6,000,000 was tendered him by prominent merchants and capitalists, without any solicitation on his part, speaks volumes for the public opinion entertained of his high ability and integrity. He was several times tendered aldermanic honors in his ward, but declined serving on account of the pressing demands of his business interests.

In 1860 Mr. Farwell was married to Miss Lucia D. Cross, of Montpelier, Vt. To them four children were born, namely: Cora E., now Mrs. E. H. Hicks, of Monticello, Iowa, Frederick M., Luther C. and Ralph S. Farwell. Mr. Farwell was an affable and courteous gentleman and most popular socially, as is attested by the fact that, on the organization of the Fox Lake Club he was elected its president and served as such for three years, while for many years he was a prominent member of the Union League Club and was also identified with Oriental Lodge, No. 33, A. F. & A. M. The *Inter Ocean* of June 14, 1894, says: "He was generous and unostentatious. He was always a Republican and took an abiding interest in the success of his party. He never sought office and often declined the use of his name, but three times he was nominated and accepted and was once elected. The one office he ever filled was that of collector of the South Town. The next spring he was nominated for city treasurer, and although he ran far ahead of his ticket, he was defeated. That was in 1879. There has not been a campaign since that he has not taken an active part in, and to the expenses of which he did not contribute liberally. He had nothing of the ward boss in his disposition, but he was public-spirited and consistent." For some twenty years he suffered from the effects of an attack of spinal meningitis. Last spring, he went South to seek health, but on the approach of summer removed to Waukesha, Wis., where pneumonia attacked him and death ensued.

Fred M. Farwell. In these pages much has been written on the old business men of Chicago and well deserved tributes paid to them for the parts they played in the drama of the city's progress. Now, in a work of this class, which aims to deal with the leaders in mercantile and manufacturing life, it becomes necessary to say something of the sons of those who built up our great commercial houses and gave their aid to other enterprises.

Fred M. Farwell born in Chicago, September 2, 1866, is the son of Marcus A. and Lucia D. Farwell, of whom mention has been made. Like contemporary Chicago boys, he received a practical education in the public schools of this city, which was

supplemented by a two-years' course at the Michigan Military Academy. In 1884 he was appointed collector for the Oakwoods Cemetery Association, of which his father was the originator, and for two years filled that position. In 1886 he was appointed business manager of the Oakwoods greenhouses, an office he continues to hold in connection with that of director in the corporation. He was, on June 26, 1894, elected to the presidency of the Oakwoods Cemetery Association, the office so long and favorably filled by his father. He was married in 1888, and has one child, Arthur F. Like his father was, he is a Republican who fully understands the mission of his party's policy. In society affairs he is an Odd Fellow who is already well and favorably known by the lodges of that order in this city.

Christopher Strassheim, senior member of the wholesale grocery house of Strassheim & Jaeger, and one of the most active of the city's business men and most prominent of her young politicians, is a native of Buffalo, N. Y., where his birth occurred March 22, 1854. His parents, Christopher and Marie (Mardeirn) Strassheim, were natives of Germany, the land of great universities, eminent musicians, and the illustrious Bismarck—the iron chancellor, the man of "blood and iron." In that land, whence came so many of the citizens of the great republic, the father and mother were born in 1807 and 1809, respectively. The father was a carpenter by trade, a worthy, industrious man, who came to Chicago in 1867 and engaged in the produce business, which he conducted successfully until his death, from yellow fever, at Natchez, Miss., in 1871, where he had gone on a business trip. His widow followed him in 1876, dying in this city. The family came to the United States in 1852, locating first in Buffalo, N. Y., but six years later came to Chicago.

Of the eight children born to these parents, Christopher Strassheim, of the well-known firm of Strassheim & Jaeger, is the next to the youngest. He was educated in the schools of this city, and upon reaching the age of seventeen years (1871) began the commission business here, under the firm name of Strassheim Brothers, but five years later (1876) sold his interest to his brother, to become a member of the firm of Jacobs & Strassheim, dealers in wooden and willow ware. This business was carried on profitably and agreeably until 1887, at which time they added wholesale groceries, and the following year Mr. Strassheim bought out his partner's interest, and six months later formed a partnership with Phillip Jaeger, under the above name, and thus they have continued until the present time. They occupy a seven-story building at the corner of South Water and La Salle Streets. Their business is one of the most active and successful in the city.

Mr. Strassheim was united in marriage, in 1876, to Miss Eva Merkel, a native of this city. He is a member of Washington Lodge, No. 665, I. O. O. F., and of Welcome Lodge, No. 1, K. of P. Mr. Strassheim is one of the most active and prominent of the young political leaders of Chicago. He is a clean, straight Republican, and for the last four years has used his abilities with telling effect in all the political cam-

paigns, and during that short period has become recognized as one of the most promising of the young Republican leaders. His exceptional fitness in the uncertain game of politics and his clean personal record insure him a bright and successful future. In the fall of 1891 he was chosen one of the committee of seven to report on the Republican municipal candidates, and the candidates thus reported were triumphantly elected. He was very active in securing the election of Hempstead Washburne for mayor of the city, and soon afterward, upon the recommendation of his many friends, was appointed by Gov. Fifer one of the Lincoln Park Commissioners. His record is clean and his future auspicious.

Anthony F. Seeberger. In this work on the mercantile interests of Chicago, it has been the good fortune of the writer to form from notes and documents many interesting biographies of our leading men. Seldom, however, has he been given a subject which appeals more sensibly to his conceptions of a citizen than that of Anthony F. Seeberger. Born in Wetzlar, Prussia, August 24, 1829, he passed his days of boyhood there, and in the schools of the town received a primary education. His parents, John David and Dorothea (Goethe) Seeberger, belonged to the manufacturing classes of the old kingdom (as known in the latter part of the reign of Frederick William III.), who, growing weary of paying to the privileged classes a rent for permission to live, sought homes far away from the fatherland, and came to the United States in 1836, or two years before the first railroad in Prussia was graded and railed. The family settled in New York City, but in 1837 moved to Newark, N. J., and thence to Holmes County, Ohio, where the father assumed the role of farmer and cast aside that of hat manufacturer. It may be unnecessary to state that this now pleasant Ohio county was then but little removed from its wilderness condition. American or native and foreign pioneers opened its expanse of woodland to settlement, but the labor of such men as John D. Seeberger reduced it to cultivation and made the foundation of its fruitful fields. The common school system was in operation when the family located in the beautiful wilderness, and to the school of the district the youthful pioneer was sent regularly every winter. During the greater part of the year he was engaged on the farm in all those petty works so suitable to boys, and yet so repugnant to their views; but, whether in school, in the barn or on the farm, this youth was obedient and industrious,—characteristics which appear to belong to him to-day. In 1844, being then about fifteen years of age, he resolved to leave the farm and enter mercantile life. He carried out this resolution, so that we find him clerk in the dry-goods store of E. S. Johnson, of Wooster, Wayne County, Ohio, before the close of the year. Two years later, when that firm dissolved, he entered the dry goods house of N. & J. B. Power, of the same city, where he was employed for four years, being a partner in the house for the last two years of the term. In 1854, when the era of railroad building and State development was really introduced in the West, the young merchant cast his eyes toward the setting sun and followed it to that horizon, or the place where it appeared to

touch mother earth, now known as Oskaloosa, Iowa, and established there the first exclusive hardware store west of the large towns along the Mississippi river. His venture was fairly profitable and increasing, and to extend his business he decided to locate in Chicago, where the advantages of better commercial extension could be obtained. That was in 1864. The same year he entered into a partnership with Benjamin A. Breakey and opened a wholesale hardware house at 143 Lake Street, under the style and title of Seeberger & Breakey, which transacted a trade valued at \$225,000 for the first year. In 1866 they removed the wares to the southeast corner of Lake and State Streets, where they were doing a large business in 1871, when fire swept away the building and stock, their gross losses being estimated at \$200,000. Mr. Seeberger himself saved the books, important salvage indeed, and fled with them to safety, or to his residence on Michigan Avenue. Before the flames exhausted themselves in the burnt district, this firm re-established their house at 10-12 West Randolph Street, where they transacted business from October, 1871, to August, 1872, the date of removal to the present quarters, 38 and 40 Lake Street. In 1880, Charles D., eldest son of Mr. Seeberger, was admitted a partner, and the firm title was changed to Seeberger, Breakey & Co. Within twenty years, from their coming to Chicago, they built up a trade valued at \$1,500,000 annually, and were undoubtedly among the great merchants of the West. In 1885 Mr. Breakey disposed of his interests to the Messrs. Seeberger, who continued the house under the title of A. F. Seeberger & Co. until 1891, when they sold out their interests to the Woodrough & Hanchet Company. This, though a plain story of his commercial life in Chicago, speaks by facts of his part in building up our hardware trade.

On October 1, 1885, he was appointed by President Cleveland collector of the port of Chicago. At that time the collections amounted to \$4,164,154.29, on imports valued at \$10,372,146, and the number of men employed was ninety-five. In administering this very important appointment, from October, 1885, to February, 1890, he left the office with the most flattering expressions from papers of both parties and that the office had been most economically and faithfully conducted. He was one of the incorporators and was elected a director of the World's Columbian Exposition, and, when the permanent organization of that celebrated body was effected, he was elected treasurer, an office to which he was re-elected annually, and one which he tendered his resignation July 13, to take effect July 31. On October 9, 1893, a check for \$1,565,310.76 was signed and issued by him to the Illinois Trust & Savings Bank, in liquidation of the indebtedness of the Exposition corporation. He has been a member of the Commercial Club from an early day in its organization, and was its treasurer in 1884 and 1885. The year 1884, when it was determined to support a second May Festival, he was a liberal subscriber to the guarantee fund. He may be called a founder of the Inter-State Industrial Exposition, which occupied the site of the Art Palace, on the lake front, until 1892, and was president of the corporation for many years. One of

the committee who co-operated in securing the passage of the Citizens' Election Bill, in 1886, by urging its consideration on the Legislature of Illinois, he loaned to that important measure all his influence. As a member of the Chicago, Calumet, Iroquois and other clubs he is a particular favorite, and may be credited with the friendship of all his associates in these socio-politico organizations. Since 1872 he has been a member of Trinity Protestant Episcopal Church, and for the greater part of this time one of its vestrymen. For a number of years he was a director in the Chicago Orphan Asylum, and its president for several terms. He was one of the founders of the Charity Organization Society, of Chicago, which was subsequently merged into the Relief and Aid Society. He is associated in material ways with other charitable and benevolent organizations. A member of the directory of the Chicago Edison Company, he was at one time its president. His marriage with Miss Jennie L. Cooper, daughter of Charles Cooper (a manufacturer of Mt. Vernon, Ohio), took place August 26, 1856. To them three children were given, namely: Charles D., Louis A., and Dora A.

Charles Mather Henderson. Many of Chicago's manufacturing and commercial houses are known throughout the civilized world, and their trade-marks are familiar almost everywhere, but it is safe to assert that no trade-mark of any shoe manufacturing concern in the world is more widely known than the "Old Red School House," which, artistically and with legend in type, calls attention to one of the many kinds of shoes made by C. M. Henderson & Co. The directing spirit of this great concern for many years has been Charles Mather Henderson, one of Chicago's best known, most useful and most highly esteemed citizens.

Mr. Henderson was born in New Hartford, Litchfield County, Conn., March 21, 1834, a son of James F. and Sabrina (Marsh) Henderson. His father's mother was of a branch of the celebrated Cotton Mather family. On his mother's side he is descended from Roswell Marsh, a soldier of Revolutionary fame, who was present at the execution of Maj. John Andre. Mr. Henderson attended the public schools until he was sixteen and then became a teacher, and had charge of a school for four months, for which service he was paid \$16 per month. An uncle of his, C. N. Henderson, the well-remembered shoe merchant, had established himself in Chicago, and at the age of nineteen Charles M. joined him and was employed in his establishment. That was in 1853. During the succeeding six years the young man, as salesman, buyer, clerk, etc., served through all departments of the business and became proficient in each.

In 1859 he succeeded to the business and organized the firm of C. M. Henderson & Co. In 1863 Wilbur S. Henderson became a partner in the concern. The business was then quartered at 32 Lake Street. In 1868 the concern was burned out and found a new location at 58 and 60 Wabash Avenue. The house was rapidly advancing to an important position among establishments of its kind in Chicago, and was doing a



W. H. Henderson

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prosperous business when it was swept away by the great fire of October, 1871. The proprietors were practically ruined, but there were few of their brother merchants in any line who were much better off, and they set bravely about the work of re-establishment. There were few stores of any kind reopened after the fire sooner than that of C. M. Henderson & Co. The business has since been incorporated with Charles M. Henderson as president and Wilbur S. Henderson as vice-president.

From a small trade the enterprise has been developed under Mr. Henderson's management to the largest combined manufacturing and jobbing shoe business in the country, with three extensive factories in constant operation and employing in all its branches nearly 1,000 hands. The adoption by the company of the trade-mark of the "Red School House Shoes" was in honor of the New England red school house in which Mr. Henderson received such education as was at his command. The offices and salesrooms of the company are in a handsome and valuable six-story building at Adams and Market Streets.

Mr. Henderson has just reason to feel proud of the success he has achieved in Chicago, and the business community recognizes in him a man of the most liberal enterprise, combined with unimpeachable integrity. Public spirited to a remarkable degree, he is a liberal supporter of every beneficial movement. A Republican politically, he has been influential in politics, yet not so active as his inclinations would have dictated had he been more robust physically.

Since taking an interest in local affairs, Mr. Henderson has been most solicitous for the purification of municipal government. In 1874 he was one of the organizers of the historic Citizens' Association, the object of which was to do away with some of the evils which had fastened upon the administration of local affairs. To this cause he contributed much money and gave his time and his influence in no stinted measure. He was prominently instrumental in the reorganization and improvement of the Chicago Fire Department, which is known as one of the best equipped, best disciplined and most efficient fire departments in existence.

Mr. Henderson is a member of the Union League, the Commercial, the Calumet and the Chicago Clubs. He has been for more than twenty years identified with the Presbyterian Church, has been president of the Young People's Mission Association for more than fifteen years, was for ten years superintendent of the Railroad Chapel, and was for two years president of the Young Men's Christian Association. He is a trustee of Lake Forest University and a trustee of the Chicago Home for Incurables.

Charity and the ills of the human race never appeal to Mr. Henderson in vain for sympathy or practical aid, and he is liberal in his contributions to all properly organized and efficient benevolent and educational institutions. Mr. Henderson was married in 1858 to Miss Emily Hollingsworth, daughter of that successful and well-known Chicago business man, James Hollingsworth, who has borne him three children.

William Gold Hibbard is another of the many sons of New York who have

written their names high on the scroll of Chicago's great commercial history. Born at Dryden, Tompkins County, in 1825, a son of Joel Barber and Eliza (Gold) Hibbard, his life at home was uneventful and its monotony was not broken until, in 1839, he went to Cortland to attend the old academy there, and he remained in that institution as a student for a number of years, gaining a practical education that may be regarded as the foundation of his subsequent success. Meantime he was thinking about "going West." In those days, as later, "the West" presented an alluring field to every young man of ambition in the East. He had heard much of Chicago, then well started upon the earlier period of its municipal and material growth, and in 1849, when he was twenty-four, he came to this city and entered the employ of Blair & Stimson, the old-time wholesale hardware men. He devoted himself closely to business, and besides acquiring a good knowledge of the hardware trade, saved quite a sum from his earnings, and six years later was enabled to form a partnership with Nelson and (Fred) Tuttle and George M. Gray, with whom, under the style of Tuttle, Hibbard & Co., he embarked in business on his own account. In 1857 his store was destroyed by one of those fires which, while disasters in one sense, are often blessings in disguise. The enterprising young wholesale hardware firm secured more favorable quarters at 32 Lake Street, and so materially increased their facilities that a considerable enlargement of their trade followed. Its subsequent history was one of constantly augmenting prosperity, and there was no change in the management of its affairs until 1865, ten years after its beginning and eight years after its removal to 32 Lake Street, when the Messrs. Tuttle and Gray disposed of their interest in the then quite important concern to Mr. Hibbard and Franklin F. Spencer, who continued the business under the firm name of Hibbard & Spencer, which was changed later to Hibbard, Spencer & Co., by the admission of A. C. Bartlett, who had been in the employ of Tuttle, Hibbard & Co. since 1864. The increasing business of the house necessitated a removal, in 1868, to 84 and 86 Michigan Avenue, and there, as in the former locations, it was eminently successful. Three years of profitable business at the new store made this one of the foremost houses of its kind in the city at the time of the great fire. On Monday, October 9, 1871, the large establishment of Hibbard, Spencer & Co. was entirely destroyed by the awful conflagration which that day devastated Chicago, rendering many of its citizens homeless, sweeping away the fortunes of others, and burying others in ashen graves beneath its smouldering ruins. Notwithstanding the heroic efforts of Mr. Hibbard and his partners and employes, who labored devotedly all through that memorable night, only an insignificant portion of the stock was saved; but this, together with the books and papers of the firm, was removed to the lake front and stored under a slight shed where, fortunately, it escaped further disaster. On the morning of Tuesday, October 10, before breakfast, and less than twenty-four hours after its store was destroyed, the firm found temporary headquarters at Mr. Hibbard's residence, 1701 Prairie avenue, carted there such of its



Yours Truly
C. F. Luther

stock as remained, and made a sale from it. This is said to have been the quickest renewal of business after the fire.

No more remarkable exhibition of energy and success is recorded in all the world's history than the rehabilitation of Chicago after the fire. As soon as the ruins on the lake front were cleared away, the firm began the erection of a one-story wooden structure on the park between Washington and Randolph Streets, which was completed and occupied as a store within twenty days after the first nail was driven. Meantime arrangements had been made by Mr. Hibbard for the re-building of the old store at 32 Lake Street, and by the middle of June following the fire, the house was doing business in a large and handsome store at the old location. The business of the firm has since then been constantly broadening and extending, from time to time demanding increased office and warehouse facilities, until now it occupies the entire block extending from 18 to 32 Lake Street. By the year 1882, the business of the house had reached such magnitude that some organic change was deemed advisable, and under the advice of Mr. Hibbard, the business was turned over to a stock company, which was incorporated under the name of Hibbard, Spencer, Bartlett & Co., and which, at this time, is officered thus: William G. Hibbard, president and treasurer; A. C. Bartlett, vice-president; Charles H. Conover, secretary; and E. G. Clark, cashier. One object of this change was to reward some of the company's old and faithful employes, who were presented with shares in the company. One of the strongest traits of Mr. Hibbard's character is his ability to judge men. He has always favored co-operation between employer and employe, and he takes pride in the knowledge that his confidence in the men to whom he has intrusted an interest in his extensive business has never been betrayed. Taken all in all, the results following this change could scarcely have been improved upon under any other arrangement, and the incorporated company is doing a business that is the admiration of the wholesale hardware trade throughout the country, for it causes it to rank as one of the largest in its line in the world, having probably but one or, at most, two rivals. In the death, in 1890, of Franklin F. Spencer, who had long been its vice-president and one of its leading proprietors, the company sustained an irreparable loss.

It is but simple justice to Mr. Hibbard to say that during the long period of his residence here no man in Chicago has been more thoroughly alive to the duties which prosperity and increasing wealth impose on citizenship. His fortune has been won open-handed and by legitimate business methods, and it has been liberally employed in nearly every channel in which advantage could flow to the city and its people.

Charles Frederick Gunther. Chicago was scarcely seven years old and, indeed, just born as a city, when there appeared in the home of a South German family, in the beautiful town of Wildberg, of the famous Black Forest district of Wurtemberg, a boy baby who was to become one of the best known citizens of that Western metropolis in the later years of the century.

From his birth on March 6, 1837, five years passed, when the Gunther family, taking the young Charles Frederick, turned their faces toward the great republic across the seas. Taking boat at Havre, in no "ocean greyhound" of these days of rapid transportation, they looked out over the waste of waters for fifty-two long days before the harbor of New York appeared. Locating their home in Columbia, Lancaster County, Pa., for about six years, they moved to Somerset County, among the mountains, in 1848, where young Charles was to receive some of his primary education in private schools and evince some of the first signs of a spirit of originality and adventurous love of travel that have been so characteristic of his later years. He was scarcely a dozen years old when he undertook the responsible work of carrying the United States mail over the mountains on daily trips of twenty miles and back, in which he earned the sum of twenty-five cents a trip. Young Charles was destined to grow up in the West, however, and in the general movement toward the newer states of the East Mississippi Valley his parents joined. It was in 1850 that, in lieu of the somewhat untried invention called "railroads," the Gunthers boarded the Pennsylvania canal boat to Pittsburg, and thence made their way to Peru, Ill., by way of the Ohio, Mississippi and Illinois Rivers, and here the boy grew to manhood.

After a time in private and public schools he began business life in a general store at the modest salary of \$2.50 a month and board. From this he turned to the drug business, in which he not only became proficient as a pharmacist, but gained a considerable knowledge of medical science in general. With usual American versatility he turned to the postoffice of Peru and soon became its manager; then the field of banking operations attracted him, and after three years as an employe of the bank of Alexander Cruikshank, a representative of the great banking house of George Smith & Co., of Chicago, he was made its cashier, a position which he held with satisfaction until his restless spirit sought new and larger fields two years later.

• Circumstances connected with Peru's large Southern ice trade now led to young Gunther's adventurous eyes being turned to the wealthy slave-holding States of the sunny South, where opportunities in commerce were very great to those bold and ambitious enough to see and take advantage of them. Mr. Gunther's banking relations had given him a large acquaintance with business men of the South, so that in 1860, when he resigned his position as cashier, he found many friends in his tour through all the larger cities of that region. Memphis seemed to offer the best opening and he accepted a position with the leading ice firm of the South, the Messrs. Bohlen, Wilson & Co.

Scarcely was he ensconced in his new home when the fall of Fort Sumter and the consequent blockade of the Southern ports, with the rush of Southern citizens to the ranks of the Confederate armies, brought all business to an utter collapse. While many left the South for their Northern homes, another large number, believing that the internecine strife was but of brief duration, refused to be stampeded and waited

for the return of peace. Among this latter number was Mr. Gunther. The blockade became effective, however, and commercial operations practically ceased, giving place to the various occupations connected with the movement and support of armies. This led Mr. Gunther to accept a position as purchasing steward for the "Rose Douglas," an Arkansas River steamer in the Confederate Government service, a position which soon led to his appointment as purser for the same vessel. After navigating the various tributaries of the Mississippi in Southern territory in the movement of troops and supplies, the capture of New Orleans and Memphis found the "Rose Douglas" blockaded up the Arkansas River. This soon led to her capture by Gen. Blount's Kansas troops at Van Buren, Ark., where she was burned. Mr. Gunther, however, was courteously entertained by the commanding general at headquarters and also by Gen. Schofield, his successor there, until he could arrange to find his way back to Peru. With no railroads in that part of Missouri and Kansas, he set out toward Fort Scott on horseback and varied the course to Fort Leavenworth on a captured coach. After three days at home he took a position in a Peoria bank for a short time and then entered the line in which he has become so well known. This was first as traveling salesman for the wholesale confectionery house, C. W. Sandford, of Chicago, who made him one of the earliest representatives of a Chicago house in the South and East. His Southern experience enabled him to easily place large contracts in the newly reconstructed States, as well as in the Northern States of Ohio, Michigan, Indiana, West Virginia and Kentucky. This also led to a trip through Europe and the consequent familiarity with and study of its various customs and languages. An increase of salary, however, led to his representing the wholesale grocery house of South Water Street—Thompson, Johnson & Co., but two years of this service in the West led to a return to the more congenial line of confectionery, in which he had become so expert and prominent. This time he became the Chicago representative of the leading New York confectioners, Messrs. Greenfield, Young & Co., with whom he covered the New England and Middle, as well as Western States.

The year 1868 was the beginning of the local Chicago retail trade in confections of a high grade both for Chicago and Mr. Gunther. Indeed his name has almost become a synonym for that trade, particularly because of his numerous popular inventions in it, among which the caramel has probably attained the widest fame throughout the entire Western World. Nothing daunted by the destruction of his first place at 125 Clark Street by the great fire of 1871, which left him without resources, he reopened at once on a still more extensive scale, always lavishing upon his surroundings the results of his original and artistic tastes in a way that has made "Gunther's" State Street palatial rooms one of the chief points of interest to city tourists. Not less is Mr. Gunther's rooms a point of interest for their taste and luxury than for having long been the home of the Gunther collection, of now national fame and

unequaled in the United States. This indeed is the fruit of a phase of his career in which he has become more widely known than even in his business successes. Born with a passion for travel and an instinct for artistic, scientific and archæological research, he has not only made excellent use of his business travel, but has independently ransacked two continents for historic treasures. Since 1867 he has made a thorough study of all the expositions that have been held in America and Europe, and among his varied travel studies over the world, probably no part has received more detailed attention than the Levant, from Damascus and Palestine on either side, including not only Spain, Italy and Turkey, but such countries as Morocco, Algiers, Tripoli, Sandwich Islands, Japan and others.

His familiarity with and ability to speak German, French and Spanish have made his collection of manuscripts in those languages the work of an expert. His collection, however, extends far beyond the bounds of these languages to the ancient stone tablets of Assyria, and parchments and papyrus writings from the days of the earliest Pharaohs, and down to modern treasures of like kinds. His collection of printed Bibles are of the rarest and finest, including those of Martha Washington, Washington's sister, Betty, the first New Testament printed in English at Worms by Tyndale about 1528, the first German Bible, all the first American editions, including the famous Elliot Indian Bible, and the Atkinson Bible of 1782.

Surpassing even this collection is that of ancient manuscripts of many nations, including the autographs or originals of works of the great poets, Shakespeare, Goethe, Schiller, Tasso, or dramatists', scientists' and artists' manuscripts, like Michael Angelo's, Gallileo's and Moliere's, while those of kings and queens, famous musicians, clergymen and politicians furnish their quota, as, for example, in the originals of "Home, Sweet Home," "Auld Lang Syne," "Old Grimes," or "Lead Kindly Light," and many others too numerous to mention.

Originals of historical interest, particularly of American history, have been gathered with the hand of a lover. There are the earliest maps of America, from 1507 on, the first edition of the "Cosmographie" of Martin Waldsemuller, which first gave the new world the name "America" rather than Columbia, and relics covering the whole career of Columbus, Washington, Lincoln, and other great Americans or American history-makers. Among the latter are the famous "Columbus," by Sir Antonio Moro, painted about 1545, from two miniatures then in the possession of the "Palacio del Pardo" in Spain, a portrait said by Washington Irving to be the best and truest representation of the great explorer there is extant, and in consequence he used an engraving of it as a frontispiece for his second revised English edition of his "Life of Columbus." Seven original portraits of Washington grace the collection, also contains one of which was the first ever made of him by the Elder Peale; one—the only one, too, of Washington's sister Betty and her husband; one also of Benjamin Franklin by Robert Fulton.

Probably the most widely known part of his collection is that part devoted to relics of the great Civil War in America. This is so excellent that the bold project of removing the famous Libby Prison from Richmond, Va., to Chicago, as a home for it and a nucleus for the greatest war collection of modern times, was made through the efforts of Mr. Gunther, in association with W. H. Gray and other prominent Chicagoans. It has since become a well-known success in its castellated quarters on Wabash Avenue, and the ability and enthusiasm of Mr. Gunther, as well as his large ownership in the collection, led to his being president of the Libby Prison War Museum Association. These things have also led to his prominence as a member of the Chicago Historical Society and to his trusteeship of the Academy of Science in Lincoln Park. He has also largely aided the Field Museum, and proved an active, wise and original force in these public projects of such enduring value. He is a member of the Union League, Iroquois and other clubs, and served on the national commission of 1879, organized to open up trade relations between Mexico and the United States. In 1860 he became a Master Mason in Peru, his early Illinois home, and has passed through not only the lower degrees, but the Knights Templar, the Oriental Consistory, and has become sovereign grand inspector-general of the Thirty-third or last degree of the northern jurisdiction of the United States of America. He is also a member of the Mystic Shrine. Though Mr. Gunther has for many years been a Republican, he joined a very large reaction against a tariff for protection, and supported Mr. Cleveland.

In 1869 he was married to Mrs. Jennie Burnell, of Lima, Ind., and has reared two sons, Burnell and Whitman. Both Mr. and Mrs. Gunther are active members of Grace Episcopal Church. Few men have more fully appreciated that which has permanent value, and few have more generously and unselfishly turned its influence for the public good.

John V. Farwell. There cannot exist a doubt about the Norman origin of the Farwell family. In the thirteenth century they were people of importance in Yorkshire, so much so that in 1280 Richard married the daughter of Elias de Rillertone, one of the Norman landlords of England. From that period to the beginning of the political and religious rebellion of the king and ruling classes, in the middle of the sixteenth century, the Farwells of Yorkshire held a high social place. Then the despotism of unbridled thought began to make its rigors known to the people; estates were confiscated for the ruler's use; homes were broken up and families dispersed. A long term of social and political disturbances followed the first rebellion, and from it, early in the seventeenth century, the people who were able to flee sought release by emigration.

Within a decade after the Puritans landed at Plymouth Rock the first of the Farwells in America—Henry—made his home on the site of Concord, Mass., and was a resident of the settlement when it was incorporated, in 1635. One hundred and forty

years later, more than one of the Farwells joined Col. Barrett in his successful attack on the English garrison of Concord, driving out the enemy and really beginning the American Revolution. In colonial days they were prominent in public affairs, but after the revolution the family began to spread out from its American cradle, so that at the beginning of the century the name was common in the North Atlantic States and New York.

In 1820 Henry and Nancy (Jackson) Farwell located at Campbelltown, Steuben County, N. Y. They were the first of the family to move from Massachusetts to the Empire State. There John V. Farwell was born, July 29, 1825. On the home farm he spent his boyhood, attending the winter terms of the subscription school of the neighborhood and giving the other seasons of the year to farm work. In this manner the first thirteen years of his life were passed.

In 1838 the family removed to Illinois and entered extensively on agriculture in Ogle County. For three years young Farwell gave his sole attention to the prairie farm, but with that intuitiveness characteristic of his later years he saw in mercantile life advantages for him which agriculture could never offer, and he determined to prepare himself for it. In 1841 he became a student in the seminary at Mount Morris, and soon was noted for his industry and disposition to acquire knowledge. He left that seminary with a good commercial education and then directed his thoughts to Chicago.

The story of his coming to Chicago has often been related by himself. Leaving the homestead, in the spring of 1845, he made the journey as one of the hands in charge of a load of wheat. There were no railroads then, and even the Illinois & Michigan Canal was not yet finished, so that, with the exception of a prairie schooner, he adopted the safest and most economical method of making the journey. The \$3 given him by his father were expended on this trip, and for the first time the youth had to rely entirely on his own resources. His courage was rewarded, however, for within a few days he found a position in the city clerk's office, at a salary of \$12 a month, with the opportunity of earning \$2 for each meeting of the council, which he would report.

The experiences of the young man as an employe of the young municipality were not of the most agreeable character. His reports of council proceedings were too true to suit the local statesman of the period, and they asked for his removal. The clerk, of course, acquiesced, but the deposed recorder of municipal debates continued to make precise reports of the doings and sayings of the councilmen, until he instilled into them some lessons in propriety of action and speech.

In 1845 he saw plainly that mercantile rather than municipal affairs were fitted for him, and soon after he found a position in the dry goods store of Hamlin, Day & Warner, at 246 Lake Street, as book-keeper and salesman. The salary was a bagatelle, but he agreed to work one year for \$8 a month; he carried out the contract though

offered better positions. In 1846 he entered the employ of the large dry goods firm of Wadsworth & Phelps, on Lake Street, at a salary of \$600 per annum. In this house, he proved his right to a higher place, and shortly after the reorganization of the firm, under the title Cooley, Wadsworth & Co., or in 1850, he became a partner in the house which was then transacting a business of about \$100,000 per annum. In 1860 the firm was recognized as Cooley, Farwell & Co., and later, when Marshall Field and Levi Z. Leiter were admitted, the name was changed to Farwell, Field & Co. In 1865 the title became J. V. Farwell & Co., which was the firm name down to January 1, 1891, when the present stock company, known as the John V. Farwell Company, was incorporated, with his son John V. Farwell, Jr., manager.

Mr. Farwell may be justly named the father of the dry goods trade of Chicago. He was here before other well-known merchant princes of the city knew where Chicago was, and he is here still, at the head of one of the greatest wholesale dry goods houses of the world. He came to the city when it was a town in swaddling clothes, and almost from his coming was one of its inciters to great things. In 1846, he found employment in a dry goods house, which was then the leading concern in the West, with a trade of \$100,000 per annum. Now, in his seventieth year, he is at the head of one firm, in the same branch of business, which transacts a trade of over \$20,000,000 annually, and exerts an immense influence on Chicago's reputation at home and abroad. In the religious world, as a member of the Methodist Episcopal Church, he is well known for his practical Christianity. In 1839 or 1840, he joined that Church, and a few years later, when he began to earn money at Chicago, he donated half his first year's salary for church purposes.

When the Young Men's Christian Association was organized in June, 1858, Mr. Farwell was one of the vice-presidents, and when the society was incorporated in 1866, he was one of the trustees. The same year he donated the ground, on which Farwell Hall stands, to the association, and, when the building was dedicated, in 1867, it was named in his honor in recognition of his moral and material help. Even prior to 1858 he was interested in benevolent work, for in 1856, it was he who aided Rev. Dwight L. Moody, in establishing the Illinois Street Mission. For ten years he was superintendent of that mission, and saw it grow into an important church and Sunday School.

During the days of Civil War, he was one of the most practical members of the Sanitary and the Christian Commissions, giving liberally of his time and money. In the organization of the celebrated Board of Trade Battery, he took a leading part and was instrumental in raising the \$40,000 for its equipment.

In 1864 he was one of the Presidential Electors on the Republican ticket, but there his political life ended, with the exception of his appointment, by Gen. Grant, in 1869, as a member of the Board of Indian Commissioners.

In matters relating to Chicago's trade and commerce he has always taken the

deepest interest. For years he was a director in the Board of Trade and in other commercial organizations having at heart the advancement of the city. After the great fire of 1871, he was one of the very first to inculcate those lessons which resulted in giving to the United States a modern Chicago. Not only in theory did he aid the city, but also in practice, for he was one of the first to undertake the rebuilding of homes and mercantile houses. Ten years later, when Chicago had conquered fire and panic, he determined to build anew, and brought into existence his present magnificent store and warehouse, signalizing victory over catastrophes and faith in Chicago's future. Pages might be written on his share in making the modern city.

In 1849 he married Miss Abigail G., daughter of John G. Taylor, of Ogle County, Ill. She died in 1851, leaving one daughter. His marriage with Miss Emeret C. Cooley, of Hartford, Conn., took place in March, 1854, and to this union three sons and one daughter were born. The sons are John V. Farwell, Jr., Frank C. and Arthur L. The first is manager of the John V. Farwell Company, the second holds a position in the credit department of the house, and the third son, Arthur L., is in the buying or purchasing department.





Dr. Hammond

CHAPTER XII.

OTHER DISTINGUISHED BUSINESS MEN.

Daniel Ross Cameron. The tendency of intellectual development in the United States, regrettable as it may well be considered, lies in the direction of a severe limitation of mental breadth; because, owing to the vast number and diversity of pursuits and pleasures, it is impossible for any individual to become expert or proficient in many lines of thought or action. A sharp competition in both mental and physical energy will result in a general elimination of all pursuits except one or two in which the individual expects to excel, and from which he expects to make his fortune and his fame. This will give to civilization, as a unit, far greater scope and power, because the members will be experts and our civilization will thus reach its culmination; but the individual will become illiberal and narrow, will lack breadth of observation and judgment, and hence will be less an independent unit or intelligence than if he had studied widely and derived his conclusions from all or many of the springs of human knowledge. It may then be expected, in fact is now often observed, that when men confine their studies to one or two directions they become specialists in such lines. The only relief from a narrowness that would be dangerous to civilization is the multiplicity of newspapers and cheap books and the education of the high schools. Give a youth a high school education, and he will eagerly devour and intelligently assimilate the miscellaneous literature of the day, thus absorbing material which, even though he elects afterward to become a specialist, will widen his understanding and fit him for wise citizenship. To prepare the youth of Chicago for such a hopeful and durable future has for many years been the aim of Daniel Ross Cameron, the subject of this sketch.

As will be readily seen from his name he is of Scottish descent, and was born in Summerstown, Ontario, August 19, 1836. His parents, who were natives of Canada, were Daniel and Isabella (Ross) Cameron, the mother's family also having been conspicuous in the annals of Scotland. Both families number among their members some of the most eminent scientists, educators, statesmen and divines of the British Isles and of the United States. In about 1848 the parents crossed the borders and settled at Fort Covington, Franklin County, N. Y., where they passed the remainder of their days, having lived useful and honorable lives, dying at the ages of eighty-four and seventy-three, father and mother respectively.

Daniel R. Cameron, in youth, was sent to school at Williamstown, Ontario, owing to the superior educational advantages to be obtained there, and remained until he was sixteen years of age, securing a thorough education for that day, and exhibiting marked intellectual power and indomitable perseverance, two characteristics which have since distinguished the man. At the age of sixteen years he returned to Fort Covington, and there taught in the country schools for one year. He then accepted a position as clerk in the mercantile establishment of Manning & Tuthill, of Fort Covington, with whom he remained several years, acceptably fulfilling every duty or requirement placed upon him, and gaining a valuable insight into the mysteries of commercial pursuits. In 1857, being then twenty-one years of age, he determined to open a mercantile establishment of his own, and accordingly formed a partnership with his brother, under the style of J. & D. R. Cameron, general merchandise, which business they conducted profitably until 1863, when Daniel R. sold his interest to his brother and came to Chicago.

Soon after his arrival he entered the stationery store of Culver, Page & Hoyne in the capacity of a salesman, where he remained until 1870. During this eventful period in his life he gained a wide and varied business knowledge, which has ever since been of great service and value to him. In all the responsibilities placed upon him he was prompt, intelligent and strictly honest, and acquitted himself to the entire satisfaction of his employers and to his own high credit. The extraordinary fluctuations in values consequent upon the memorable war and reconstruction periods gave him an opportunity at the right period of his life of securing a most varied and valuable experience, which afterward proved of great worth to him. He became intimately familiar with the stationery trade in all its relations and bearings, and in 1870 determined to embark in the same business on his own account, and, with this object in view, formed a partnership with William A. Amberg, who had for several years been the trusted book-keeper of the Culver, Page & Hoyne Company, and together they established, at 111 Madison Street, the firm of Cameron, Amberg & Co., which was to become so well and favorably known to the citizens of Chicago. They opened a general stationery business, and soon had a flourishing trade, which steadily increased as time passed, and in later years has grown to immense proportions, with a high reputation throughout the United States, and even in foreign countries.

In the great fire of 1871 their entire establishment—stock, tools, type, implements, machines, etc.—was destroyed, but the next day, with the promptitude which has ever distinguished them, they resumed business in the basement of Nos. 12 and 14 West Randolph Street, where they remained until 1873, gaining a good start in the sharp competitive race which prevailed for a year or two immediately succeeding the fire.

In 1873 they removed to 84 Lake Street, where they soon secured a large trade and acquired a wide and excellent reputation as one of the leading stationery houses



Very Truly yours
William W. Russell

of the city. In the midst of this success they were again burned out in 1878, when they re-established themselves at 71 and 73 Lake Street, and have there remained ever since. The building is 40x170 feet and five stories high, and is wholly occupied by the various departments of the concern. Their reputation is second to that of no other business establishment in the city. This statement is true even reckoning from the organization of the house in 1870, notwithstanding the fact that they were wholly burned out twice, losing everything, but paying in both cases to all creditors 100 cents on the dollar. Their house embraces every department required to carry on a general wholesale and retail stationery trade, and is thoroughly equipped with modern implements and in the hands of skillful employes and expert managers.

Regardless of the fact that his business has been exacting upon the time and energy of Mr. Cameron, he has found occasion and taken pleasure in actively participating in the advancement of many deserving public interests and has thus earned an enviable reputation in his devotion to the higher duties of intelligent citizenship. Possessing from nature an active and penetrating mind, and gifted with the still higher qualities of justice and generosity, he has become the stanch friend of education and the patron and promoter of many charities and public enterprises. His willingness, his intelligence, his discrimination, his trustworthiness and his rare ability, have been recognized by all who have had the pleasure of his companionship, and have made him the leader of many of the most meritorious reforms of the day.

His interest in the cause of public education led to his appointment to a membership on the Board of Education by Mayor Cregier in 1890, and his usefulness and zeal led to his appointment as such by Mayor Harrison in 1893. His administration of the laborious and unremunerative duties of his position merits the warmest praise, congratulation and reward. Possessing exceptional business ability and experience and controlling with the strictest discipline his educational acquirements and his strong judicial mind, he has placed the public school service on the securest and most satisfactory basis ever yet enjoyed in this city. Mr. Cameron has been chairman of the high school for many years and is now vice-president of the Board of Education.

Mr. Cameron is a stanch Democrat and takes much interest in all the political issues of the times. He is a charter member of the Iroquois Club, a member of the Union Club and of the Athletic Association and has twice been president of St. Andrew's Society in Illinois. He stands very high in the social circles and associations of the Scottish elements of the city and is one of Chicago's most prominent business men and useful public characters.

Alexander H. Revell. The common saying, which has now become a proverb — Every one finds his level at Chicago — suggests itself when Mr. Revell's name is mentioned. His history is peculiarly Chicagoan, as like his native city as the history of an individual may be. Defying time and circumstances, he made them humble servitors, holding them in the leash as the huntsman does his hounds, and using them

advantageously for himself, as well as for the patrons of his house and, indeed, for the whole city.

Alexander H. Revell was born here January 6, 1858, at No. 231 East Van Buren Street, west of the intersection of Franklin Street. His parents, David J. and Margaret (Dorgan) Revell had settled in the city some years before and selected a home in the suburb, or "out of town district," as Van Buren Street was then known. Subsequently David Revell established himself in the grocery trade near the Michigan Southern and Rock Island depot, invested his savings in tenement houses built on leased grounds and was making great progress as a merchant and real estate investor, when the fire of October 9, 1871, swept the work of years away and left him poor indeed. He died a few months later, broken in spirit as well as in fortune, leaving to his widow the task of raising the family. Her son, Alexander, was then a boy of thirteen years, who, for at least five years, had the advantage of the instruction offered by the public school of the district (the Jones School on Clark and Harrison Streets) and further, knew intimately the business section of the old Garden City. The fire and its consequences told the youth plainly that his schooldays were practically over and that now was the time to enter on life's stern realities. He heeded the signal.

Among the personal property saved from the wreck was a horse and wagon. With this as a foundation he established an express business, hauling trunks and parcels from the Van Buren Street depot. The business was not unprofitable, and for several months he carried it on, but at last abandoned it. He then entered on the work of selling goggles or eye protectors, a profitable business at that time, as the dust from the mouldering ruins and the gritty particles of burned wood, carried in the air, made such protectors prime necessities. Not only did he make money in this business, but he also saved some. Anything rather than idleness pleased him. After the trade in goggles fell below a paying basis, he distributed handbills, and when that job ceased he found employment in a lamp factory polishing lanterns. In each position, humble as it was, he did his duty toward his employer and added a little to his savings. In 1872 he established himself in the grocery trade, and then ventured into the flour and feed business. The Chicagoan of twenty years' residence can not fail to remember the clouds which presaged the panic of 1873 in its westward course. Old and able business men were unprepared for it, but young Revell saw it coming, and in 1874 disposed of his business interests, preferring to take his chance as an employe rather than incur the risks of an employer.

Bringing the horse and wagon which served him so well in 1871 again into play, he found paying employment in hauling goods from auction rooms to the quarters of their purchasers. Of course he was often present during the progress of the auction, and soon learned that he could buy, himself, on as good terms as the regular *habitués* were given. To that conception of his own ability must be credited the beginnings of his remarkable successes. The story characteristic of his beginnings in the furni-

ture trade has been repeated a thousand times in Chicago and throughout the country in connection with the opportunities presented to youth by this city. Some short time prior to the Christmas of 1874 he received his first practical lesson in the brokerage or commission trade, and one that served him well. He had learned how money could be made, but had yet to learn how easily it could be lost. He had not long to wait for this lesson, for D. D. Spencer was preparing himself as a teacher, and in December, 1875, closed on the savings of young Revell, as well as on those of thousands of other hardworking citizens. As the fire swept away his father's property in 1871, so now the State's Savings Bank, directed by Spencer, swept away his savings and left him to begin life anew, while the embezzler or defaulter moved to some luxurious retreat. He did not halt long amid the crowd of angry depositors, but hurried to find something for his hands and brain to do. A. T. Stewart's Western house was then opened on Wabash Avenue, and there he was offered employment at \$7 a week. The young Chicagoan suspected that he was worth at least \$8, and so declined the offer. Shortly after, he was employed in a furniture store on Fifth Avenue, and in two years saved \$300 from his earnings.

In 1878 he and J. E. Geohegan, a fellow clerk in the Fifth Avenue store, opened a furniture house for themselves at No. 77 Fifth Avenue. In 1879 the firm had to seek larger quarters, and later that year Mr. Revell purchased Mr. Geohegan's interests in the house, and carried it on under the title of Alexander H. Revell & Co. Year after year this business grew in volume and value, until the large building at the northwest corner of Randolph Street and Fifth Avenue was occupied from basement to attic. Only a few years ago the greater building, at the corner of Wabash Avenue and Adams Street, was leased and immediately filled with a stock ranging from low-priced house furnishings to goods that might grace the finest home in Chicago. Together with this is the great manufacturing concern on the corner of Polk Street and Fifth Avenue, where is manufactured bank and office fixtures, store fittings and fine furniture, and in which over 250 skilled workmen find employment. In the retail store an army of clerks, salesmen, packers and others is employed, competent men and good salaries being the rule of the house.

All this is like a dream of Chicago—growing greater after being burned out and robbed; struggling for a season or two, then leaping forward with gigantic strides to a first place in the mercantile and mechanical circles, and always becoming brighter after obscurity.

Politically, he is a Republican who takes an active interest in the welfare of his party. In municipal affairs he has a distinct comprehension of Chicago and her wants; looks with displeasure on the excesses of municipal government, whether carried on by Republican or Democrat, and, like the great majority of our people, takes especial pride in the city.

In educational, benevolent and social work his name is well and favorably known.

A member of the Board of Education, he has given to his position time and study, and to the people the results of that study, for he realizes that school funds, however easily obtained, are not to be squandered. He may be classed as one of the founders of the Marquette Club, of which he was president in 1889 and 1890. He is a director of the Union League Club, a director of the Athenæum, together with having directorial positions in several institutions of a semi-public character, as well as being a member of the Board of Trustees of the Northwestern University.

As a member of the Executive Committee of the World's Columbian Exposition, he was always ready, with intellect and purse, to push forward the great undertaking. His travels and knowledge of America and Europe fitted him particularly for a place in the directory of the World's Fair. His marriage with Miss Maude B., daughter of Samuel H. Richardson, of Chicago, took place in January, 1889, and, to this marriage, a son and daughter were born. The family home, No. 577 La Salle Avenue, is a model one, characteristic throughout of the enterprising owner and his wife.

His business, club and home life affords complete evidences of the control he exercises by kindness. In his store and factory he is as pleasant dealing with employes as he is with fellow-members or guests in the club house. At home, however, with his family and books, he shows the spirit of sympathy in the highest degree, and this spirit, allied so closely with his life and apparent to all, has had no small influence in placing Mr. Revell among the first and best citizens of Chicago.

Edward Ely, one of Chicago's pioneer business men, began his life here November 6, 1852, when the city numbered but 38,000 inhabitants. He was born March 2, 1830, in the little town of Huntington, Conn., nestled in the Berkshire hills and situated on the Farmill River. As the traveler enters the town from the south, he faces the "Ely Cemetery," while on his left is the church where Dr. David Ely, Edward's grandfather, preached the unsearchable riches of Christ for forty-and-three years. Just west of the church stood the Ely homestead, where Elisha Ely and his wife, Eloise Ely, Edward's parents, reared their family of seven sons and two daughters. Elisha Ely had been educated for the ministry by his father, and had been graduated at Yale, but owing to an accident while he was still a young man, was obliged to abandon a life of study for the busy mart and trade. He entered business life in New York City at an unfortunate time and lost heavily, and shortly afterward died, leaving a widow and nine fatherless children.

At the time of his father's death Edward was sixteen years of age and felt the responsibility of the older ones of the family pushing out into life for themselves. It had been his father's fondest hope to be able to send his boys through Yale, and his boys' greatest desire to go, but Providence had ordered it otherwise. This new misfortune developed the boy into the man, and he began to cast about him for a business that he might follow and become successful in, and, on the suggestion of his brother, he concluded to learn the art of making clothes. His own habit of cleanliness and



Edward Ely

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neatness, fostered by the watchful care of his mother, had formed in him a taste which qualified him for the pursuit and added strength and vigor to his naturally æsthetic inclination.

At Birmingham, Conn., he made an engagement to learn the trade of an English tailor. His skill and taste soon gained appreciation, and long before it was expected of an apprentice to develop into a skilled workman, his services became of great importance to his employer. At the end of the fourth year he secured a position in the largest and best tailoring establishment in New Haven, where he gained great proficiency in the art—in fact, became the artist.

Possessed of an enterprising spirit and, perhaps, with a touch of the adventurous spirit of the early pioneers, he accepted a proposition made him by a gentleman in search of health, who desired to take a western trip, with Mr. Ely as a companion, assuring him that he would meet all expenses. They set out on their long and tedious journey, the route being by the Erie Canal and great lakes. Upon reaching Buffalo the old gentleman became wearied by the journey and desired to turn back. They separated, Mr. Ely continuing his journey to the West by securing a position upon a sailing vessel bound for Chicago. After a month's journeying he found himself, November 6, 1852, in Chicago, which but twenty years before had numbered only 500 souls. Here he determined to cast his lot, for in Chicago's rapid growth Mr. Ely saw foreshadowed the future greatness of the West and Chicago as its great metropolis.

With but one gold dollar our wanderer sought shelter in the old Sherman House, and before retiring to his bed, on bended knees he thoroughly consecrated that dollar. In later life he said of that prayer, that "it had been graciously and favorably answered." His first impulse on the morrow was to secure a position for immediate needs, and looking over the newspaper he saw the name of "Ely & Co." Thinking that the firm might be in some way connected with his family, he started for their store, and was not disappointed in finding a distant relative. Upon inquiry it was found that he was a tailor, and he was asked how he came to be a tradesman when all his ancestors were college educated and professional men. It is said that young Ely straightened up to the full measure of his six feet and in the dignity of his manhood replied, "Yes, I am a tailor, and I am not ashamed of my trade. All I ask is an opportunity to be at the head of it; and I expect to be there some day. My father died leaving a large family and limited means. I could not go to Yale as I desired without depriving others, so I have learned a trade instead." It was not long after this that he secured a cutter's position of Mr. J. F. Temple, and in April, 1853, he commenced business for himself, renting a place in the old wooden tenement known as Dickey's building, opposite the Tremont House, where for nearly two years he remained, paying an annual rent of \$250. Here he was able to carry out his special ideas of tailoring, which were somewhat in advance of the time and place, as Chicago

was just emerging from its wildness. Its badly paved streets, if paved at all, were adverse to fashionable dress. In 1855 Mr. Ely removed to a fine store under the Tremont House, where for nearly ten years he prosecuted his calling with an assiduity and ardor which earned for him an enviable reputation for his artistic skill and business integrity throughout the West. His patronage so increased that it became necessary to remove to more commodious apartments. It was at this time that he fitted up the magnificent establishment on the corner of Dearborn and Washington Streets. This store was thrown open to his friends and patrons on the evening of November 4, 1864, when about 1,500 assembled to congratulate him and give him the assurance of their best wishes for his success. This event was but the earnest of what he might expect in the future. His business constantly increased until the fire, which made him a very heavy loser, wiping out his entire possessions. His establishment fell in ruins, and his entire stock of the finest imported fabrics was destroyed. There was no cowardice in his nature, and with increased energy, with high ambition, and lofty purposes he began to recover his fortune. Before the embers of his store began to cool he was arranging to start his business again. With indomitable will, irreproachable character, and unimpaired credit he opened the elegant establishment on Wabash Avenue and Monroe Street, where he remained until the day of his death. Year after year he added new patrons to his list until every State in the Union contributed to his success, and his reputation as an artist in his business had spread from the great lakes to the gulf, and from the Atlantic to the Pacific. He became not only the pioneer of artistic tailoring in this country, but the leader in all good ideas of his profession.

To what shall we attribute his great success? It is not to capital, for he started life in Chicago with but a gold dollar, and paid the first bill for freight on his goods with his silver watch. The fact is that Mr. Ely was an artist in his business. He knew it through and through. This, accompanied by his sterling worth as a man and his trust and reliance in God as his Father, was the energy of his life. He was always wont to attribute his success and happiness in life to his firm faith in his God. His heart being made strong thereby to battle successfully with the world, his life motto was, "Energy, invincible determination, and honest purpose once fixed, and then death or victory."

In personal appearance Edward Ely was a distinguished looking gentleman, tall and slight in figure, erect and dignified in bearing. His complexion was dark and much like that of a Southerner. His eyes were sharp and keen, but always kindly. His features were sharp and clear, so that every line spoke of some characteristic of the man. He wore his beard full and heavy, and like his hair, was a beautiful steel gray. He was very modest as to his own attainments, and was as thoughtful of others and as polite as a Frenchman. He was just such a man as one would notice in a crowd of men, and ask who he was and what his calling. His dress was always in keeping



Le Roy M. Pryce

with the times and place, and of the richest and neatest material. He believed life too short to be careless of anything.

Mr. Ely had many personal qualities of nature which endeared him to all who came in contact with him. He was sincere and ingenuous as a child. What he believed he was not ashamed to talk about and recommend to the belief of others.

Greatness of heart was another characteristic of this man. He was generous to a fault. He sought out cases of extreme want and quietly met the need, often unknown even to his own family. The great city of Chicago appeared to him not so much a place to make money in as a place in which to live a generous life toward the needy. The sick and the aged, the widow and the orphan, the destitute and the fallen, could all get a hearing and find a friend in Edward Ely. It was always his great joy to help those, too, who were fitting themselves to best help themselves and the world by obtaining a college education. Many young men have Edward Ely to thank for their first start in this direction.

As a Christian man he was a truly pious one, always bending his business and pleasure to his duties of his faith. Mr. Ely was one of the original members of the Second Presbyterian Church who organized the Olivet Presbyterian Church in December, 1856, and was elected deacon at the first meeting of the church and continued in office until 1871, when the Second Presbyterian and the Olivet united. He took an active part in all church work.

As a citizen of no mean city, Chicago, he labored heart and hand with his fellow-citizens for the upbuilding of her good name. His belief in a citizenship of another kingdom did but intensify his belief as to his duty while a citizen here.

The sudden death of Mr. Edward Ely, which occurred at his late residence, 1921 Indiana Avenue, Chicago, Monday morning, December 21, 1891, was the result of taking a slight cold the preceding Thursday on his way to business, which developed in la grippe, which caused paralysis of the brain. He was laid to rest in Graceland Cemetery, Sunday, December 27, 1891.

Mr. Ely had been married to Mrs. Frances Elizabeth Brust less than a year before his death, who now survives him. Mrs. Emma L. Quinan, wife of Rev. Geo. Quinan, of Redlands, Cal., is Mr. Ely's only surviving child.

LeRoy Merrick Boyce. The first drug store in Chicago was opened late in 1837, in a brick building just east of what was then known as the Saloon block, on the southeast corner of Lake and Clark Streets, and its proprietor was LeRoy Merrick Boyce, who had his residence at the northeast corner of State and Madison Streets.

This pioneer pharmacist was born at Cortland, N. Y., February 10, 1816, a son of Dr. Levi Boyce, a prominent physician, and had but attained his majority when he established his primitive enterprise here. At sixteen, after acquiring a fair common-school education in his native village, he had entered the service of the then leading druggist of Lockport, N. Y. There he had remained two years and during that time

had gained considerable knowledge of pharmacy. After having lived for a year at London, Canada, he came to Chicago.

Mr. Boyce's first purchase of drugs in New York City for his Chicago trade was shipped to New Orleans, and thence brought to Chicago by the Mississippi and Illinois Rivers, which route at that time and later afforded the cheapest and most expeditious means of bringing merchandise in large quantities to this point from the Atlantic seaboard. His establishment was one of the commercial features of the town, and he drew his patronage to some little extent from the surrounding country.

His business flourished and grew as the town grew, but his successful career was terminated by his untimely death by cholera, on July 23, 1849. He was alone at his residence, at State and Madison Streets, having before he was attacked, sent his family to Cazenovia, N. Y., to insure their safety from the fearful epidemic that about that time carried off Mr. Boyce and other prominent residents, among them Hon. Henry Brown, Rev. W. H. Rice, Henry B. Clark, Dr. J. E. O'Leary, James Knox, M. Kahn, W. H. Bently, Samuel Jackson, Newell Stratton, A. J. Penny, E. Hitchcock, A. Calhoun, George Ayers and A. S. Robinson.

These and many other leading citizens of Chicago were Mr. Boyce's friends and associates in numerous movements for the public good. The predecessor in time only of the present Public Library of Chicago was the Young Men's Association of Chicago, afterward changed to the Chicago Library Association. This was organized January 30, 1841, and February 6, following, a constitution was adopted and the following officers were elected: W. L. Newberry, president; Mark Skinner, vice-president; Hugh T. Dickey, corresponding secretary; Le Roy M. Boyce, recording secretary; Walter Vail, treasurer; and Charles H. Starkweather, Peter Page, Walter S. Gurnee, Francis Howe, Norman B. Judd, William L. Church, and Charles Sturtevant, managers. In September, following, the Chicago Bag and Fire Guard was organized, and it existed thereafter until 1846. Mr. Boyce was its last foreman, and was among the original members of the famous so-called "Forty Thieves," a title by no means applied in censure. The duties of this company were similar to those of the Citizens' Fire Brigade, formed after the disastrous fire of 1857. Besides Mr. Boyce, its membership included many men then prominent, very few of whom have been living in this decade.

Mr. Boyce was a man of progressive ideas, and thus commended himself to the good opinion of the business community. Of pleasing appearance and address and a personality altogether winning, he made and retained good friends without effort, many of whom ever after his death spoke of it only to regret his melancholy and untimely end. One can but wonder what would have been the maturity of this man had he been spared. His brief life, which went out at the age of thirty-three, was so marked with success and he had made so lasting an impression for good on the minds and affections of those with whom he came in contact, that it was the opinion of the

leading men in Chicago then, and ever after, that by his death had been removed one who would have been a strong and useful citizen and a conservator of the best interests of the city, commercially and socially.

Mr. Boyce was married to Helen Maria Williams, at Cazenovia, N. Y., October 9, 1845. There were born of this marriage three sons, of whom one only, Simeon Leonard Boyce, the well-known attorney, is living.

John T. Chumasero. Among the citizens of Chicago who have attained positions of influence, through their own work and worth, there are but few who may present a history more interesting or more instructive than he of whom this sketch is written. The story of his ancestry takes us back, on the paternal side, to the Spain of Columbus, and on the maternal side to the Connecticut of the seventeenth century. His own life speaks of early manufactures, of the days of the war of the Rebellion and of a most successful mercantile career.

John Tryon Chumasero was born at Rochester, N. Y., September 30, 1839, of which city his parents, John C. and Emily (Root-Tryon) Chumasero, were old settlers. His father was prominent in municipal and political affairs at Rochester, served as judge for many years before the war, and when the struggle to retain the slavery system began, he was chairman of the committee for raising troops. In 1862 he was elected president of the American National League, inculcating lessons of patriotism, patience and toleration, and aiding the provost marshal and his deputies in "getting out" the quotas, his own son being already in the field with the New York Volunteers.

The Chumaseros left Spain early in the seventeenth century (about 1609) to make their home in Holland. Whether they were of Castilian, Moorish or Morescan descent cannot be stated with authority; but that they were of those who opposed the policy of Philip III. and suffered for their opposition, may be regarded as certain.

The Tryons are descended from the Normans, who, in the eleventh century, took possession of England and reduced the Saxon to slavery. When the disabilities of the Saxon inhabitants were removed by Edward the Confessor, the Tryons still continued in the governing class. Years after, when the excesses of the politico-religious rebellion, under Henry VIII., bred political and religious rebellion in turn, the Tryons sought, in Connecticut, a home where they hoped to be free to worship as they pleased. In 1652 they found such a place, and in that colony the beginnings of the family in America were made. Thomas Tryon, the first governor of New York, was a member of this family, as also was the ante-Revolutionary governor of North Carolina, who had to look on, in 1766, at the burning of British orders in Council, instructing him to enforce the obnoxious Stamp Act. He was subsequently called upon by the British to quell the insurrection of the Irish element in his colony against the Act, and, in the battle of Alamansee, led the British troops and militia against the Irish, or regulators, defeating them May 16, 1771, and making many prisoners. The trouble led to the Mecklinburg pronunciamento, to the virtual ending of Gov. Tryon's administration and the beginning of the end of British rule in the Americas.

Mr. Chumasero passed his boyhood in attending the public school of Rochester and in four years' study under a private tutor. In 1855, his school days ended and his mercantile career commenced. Entering the office of his uncle, Mr. E. N. Buell, he became acquainted with business customs rapidly, and for two years before leaving was the book-keeper of the house. Subsequently he established a manufacturing industry, which he carried on, with marked success, until the tocsin of Civil War called the men of the North to arms. Then the factory was abandoned, and the young owner entered the One-Hundred-and-Eighth New York Infantry as adjutant. Col. Oliver Palmer, later president of the Western Union Telegraph Company, commanded, and with him the adjutant was on most friendly terms. Before going South, Adjutant Chumasero was assigned to the recruiting service in his district and in that role mustered in several regiments. He was also the disburser of the \$50 bounty, and paid out hundreds of thousands of dollars to recruits. In September, 1862, however, he was with his regiment, in service at South Mountain or Turner's Gap, Md., September 14, and at Antietam or Sharpsburg, Md., on September 17. The history of Lee's first defeat at the hands of McClellan and of the latter's second meeting with the heroic and able Southern general, belong to the history of the Civil War. In the two battles, the young adjutant took an active part, so active indeed, that his physical powers were reduced, and he fell an easy prey to an attack of typhoid fever. While suffering from the disease, he traveled on horseback, from Harper's Ferry to the field hospital at Arlington. For a long time the physicians considered his case a hopeless one, but were surprised, after some weeks, to notice symptoms of recovery. They renewed their efforts to save the young soldier, and had the satisfaction of seeing him leave for his home. The fatigues of his services in September and the consequent illness left him physically poor, his weight, on leaving the hospital, being not over ninety pounds. For two years after receiving his discharge, he was an invalid at the family home in Rochester, N. Y. In no other place could that care be bestowed upon him which could save him from total loss of health, and there he learned truly the spirit of Payne's immortal verses to home.

Before peace was restored the condition of his health warranted his return to the ranks of the breadwinners. He was given a position in the New York Custom House by Collector Hiram Barney, and for two years he was clerk of claims. Then he entered a broker's office on Wall Street, but that position did not agree with his health, and a second time he was compelled to seek rest at home. During his leisure hours there, he calculated the value which should be attached to the extraordinary stories related of Chicago. Some deserved credit, some were incredible; but he determined to find out for himself where to distinguish between the real and imaginary life of the Prairie City. In 1868 he became a citizen of Chicago and book-keeper and cashier in the large wholesale grocery house of Day, Allen & Co. The great fire of 1871 swept away their store and stock, and the firm retired from busi-

ness. In the history of Chicago's buildings and merchants reference is made to the Farwells, who were among the first to build above the ruins of their old store and re-establish themselves in trade. In their temporary quarters, Mr. Chumasero was given the position of assistant cashier, in December, 1871, but in the summer of 1872 was promoted to the department of credits and finances, as assistant to Mr. Simeon Farwell, who then was chief of that department. Soon after, through the illness of his principal, he became the active chief of that office. There his duties were so thoroughly performed as to win not only praise from the firm, but also an offer of a partnership in the great house. When the J. V. Farwell Company was organized and incorporated, in 18—, he was elected secretary of the corporation, and since 1883, has had entire charge of the departments of credits and finances.

His marriage with Miss Eva C., daughter of Benjamin T. Young, of Brooklyn, N. Y., took place in 1863. To them two children, Kenneth P. and Emily C., were born, in 1866 and 1868. The daughter is now Mrs. C. P. McAvoy, and Kenneth P., one of the firm of Flower, Smith & Musgrave, attorneys.

The mother has been an invalid for a number of years, but round her have been gathered all the comforts which a husband's love might bestow or children's affection suggest. Mr. Chumasero is a member of the old Chicago Club, the Calumet, Union League, Washington Park and Chicago Athletic Clubs, and of Custer Post of the Grand Army of the Republic. He is an official of Trinity Protestant Episcopal Church and president of the Illinois Industrial School for Boys. In banking circles he is known as a director of the Atlas National Bank, and in commercial circles as a student of the times and of the men who make them. His experiences gained in the War of the Rebellion and during his extended travels in Europe have enlarged his ideas of humanity, and in a measure contributed to his success. He is a reader who forms his own conclusions from the text, and by nature is a lover and patron of art and literature.

Marshall Field & Co. There are many extraordinary manufacturing enterprises noticed in these volumes which sprang into prominence as soon as they were established, and became the wonders of even Chicago herself. Owing to the close competition in mercantile life, the establishment of great houses like that of Marshall Field & Co. was slow in comparison with that of the great manufactories. They required a decade to advance a step, where special industries were built up in a year or two. Again, the young city had to battle against the competition of New York, with its age and prestige; of Cincinnati, with its enterprise; of all the towns, which the railroads of the fifties suggested, as well as against the old cities of New Orleans and St. Louis.

When Mr. Field first entered Chicago, the village was only casting off her swaddling clothes. True, it was a busy town, and fortunes had already been made by opportunity rather than by the crude business methods which then obtained. Cooley, Wadsworth & Co. formed the leading dry goods firm then; for the house of Bowen

Brothers was not opened until July 1, 1857; Lake Street was the business center; fires and tornadoes were common; the "Dean Richmond" sailed with a cargo of Western grain for Liverpool, England; and Kansas troubles and Know-Nothings claimed much attention, and the new grade for the new city was established. Something startling occurred every day, and men's faith in the city grew with the activity in business and politics. The population was estimated to be 86,000. In such a place young Field cast the lines of fortune, proved that merit depends not on time or fashion, and gave to Chicago a name to be incorporated forever with her progress in all departments.

Marshall Field was born at Conway, Mass., in 1835, where his ancestors settled in 1650. His father's farm was the home of his childhood, and his boyhood was passed there. In 1852 he went to Pittsfield, Mass., and found employment there as clerk in a dry-goods house. Meantime, the stories of Western development increased in volume and intensity; and, as Chicago was then, as now, the central figure in progress, she won him under her banners in 1856. On his arrival, he entered the dry-goods house of Cooley, Wadsworth & Co., then doing business on South Water Street. His services were appreciated there as they were at Pittsfield, Mass., but with a more decisive mark of confidence, for, in January, 1860, he was admitted a partner and appointed manager in the house of Cooley, Farwell & Co., *vice* Cooley retired, and the firm name became Farwell, Field & Co. Levi Z. Leiter also entered the old firm in 1860, and, in a little more than four years after, retired therefrom with Mr. Field, and joined him in the purchase of Potter Palmer's dry goods business at 110-112 Lake Street (established by Potter Palmer in 1832).

The firm of Field, Palmer & Leiter was formed in January, 1865. In January, 1867, Palmer retired, and the firm of Field, Leiter & Co. was founded. In September, 1867, a large building at the northeast corner of State and Washington Streets was dedicated to their business, which for four years and one month was the center of the dry-goods trade of the Northwest. The fire swept it and its contents away October 9, 1871, entailing a loss of \$3,500,000, the fourteenth part of which was paid by the insurance companies. The business of the house for the year preceding the fire amounted to about \$8,000,000. Within a few days business was re-established in the car-barns, at State and Twentieth Streets, and carried on there until a stately house was completed, above the ruins of their former building, in 1873. Meantime, their wholesale house, on the northeast corner of Market and Madison Streets, was completed, and filled with the most complete stock of dry goods ever known in the West up to that time. The reign of their trade was restored. The opening of that fine specimen of Franco-Italian renaissance, on State Street, had the result of postponing the effect of the panic here and building up that hope and courage which prevailed until the return of good times. Fire visited this new house November 14, 1877, entailing a loss of \$725,000. Its restoration was at once entered upon, so that it was reopened for trade in 1878. During that year, H. N. Higinbotham was admitted a

partner; in 1881 Mr. Leiter retired, and in 1883 John G. McWilliams acquired an interest in the house. The late Henry Field was, at one time, a member of the firm. To-day there are several partners interested in the transaction of this giant business exceeding in amount the sum of \$50,000,000 per annum, and giving direct employment to several thousands of persons. The great building on Adams Street is a milestone of the firm's progress.

Mr. Field was one of the first to measure the possibilities of Chicago and one of the pioneers in favoring the improvement of city mercantile and dwelling houses. The State Street house is a memorial of days immediately succeeding the fire. With its wealth of pillars, pilasters, piers, balconettes, balustrades, dormers and pavilion domes it represents to-day the artistic idea of the owner. Partaking of the architectural character of the Tremont House, it led the way for that beautiful form of building, for it was commenced and completed a year before the Tremont was opened. In 1890 the first floor front was removed to make way for the Parisian copper bays. The old-time step-reserve disappeared with this innovation, the sidewalk was widened and the appearance of that prominent corner much beautified with the improvement.

The new wholesale house on Adams Street varies in every particular from the State Street building of 1872-73. It is an independent idea of the owner and his architect, H. H. Richardson, showing the heavy Romanesque of the Florentine school. The batter walls of the sub-structure, the plain rock-faced piers above, carrying heavy arches in the fourth and sixth stories and the rectangular windows in sets of four, separated by smaller piers, give to this structure an appearance of strength and endurance symbolic of the great business carried on within it. It was commenced in 1885 and completed in 1887, and now other buildings are to signalize the latter-day advances of the house. A few weeks before the great fire Field & Leiter offered \$425,000 to the Catholic bishop of Chicago for 240 feet frontage on Wabash Avenue, running west on Madison, and for the Hale property. The offer was refused and the fire came to eat up the improvements. Now, almost twenty-one years after that offer was made and refused, he is found preparing to extend the area of his store. According to report, the firm has acquired title to the larger part of the square bounded by State, Wabash, Washington and Randolph Streets. The removal of buildings north and east of the present building was commenced in May, 1892.

In this place a nine-story store and office building, in the style of the Spanish renaissance, has been erected. Steel foundations and frame work, bound in hollow tile, with front in ornamental brick and terra cotta, modernized the location. The basement and the first four floors are devoted to the extensive mercantile work of the firm, and the five upper floors to elaborate offices and special departments. There are, at least, twelve passenger elevators, and two freight elevators, with independent stairways for the floors devoted to the offices. Connections between the present and proposed

buildings were made by a subway under Holden Place. This subway is an "Arabian Nights" palace in choice marble and lighted by electricity. The firm owns 26 feet on Wabash Avenue, along the east and west alley, on which the power, light and heat house is built, and, all in all, Chicago at this time has one of the grandest mercantile establishments yet dreamed of. The land on which the new building stands comprises 150 feet on Washington Street, with a depth of 108 feet. This was purchased by Mr. Field in 1891. The first lot east of the present store, 24 feet front, was purchased by Mr. Field at a cost of \$162,500; an adjoining lot equal in area, has been in his possession for some years, having been bought for \$60,000; eastward still is a 24-foot lot, purchased from R. Campbell for \$100,000; next is a lot of similar size, leased from J. F. Lord for ninety-nine years at \$6,000 per annum; the 25-foot lot, purchased lately from William Stewart for \$165,000; then the 29.7 feet occupied by Cobb's Library, purchased from Cuthbert Laing, and the Marsh estate for \$200,000, and then the alley lot on Wabash Avenue. Over all will be raised a building worthy of the great firm and its immense trade, and, in time, the beautiful building of 1872-3 will give place to a more massive and commodious structure, corresponding in style with the proposed house on Wabash Avenue and Washington Street. In 1863, when half this country was in the throes of rebellion, the State did not ask the physical presence of this useful citizen in the field. His ideas were worth more here to the nation than a division of troops in the field. Because he had himself thoroughly in his own power, he was powerful in doing good, and his ventures were never lost in his great interests, for even then he was looked upon as the ideal business man of the city.

In March, 1871, he took a leading part in the effort to merge the old Chicago Library Association into the Young Men's Christian Association. After the great fire he was a leader in hope and courage for the commercial circle. His services were extraordinary in the distribution of moneys and supplies. Identified with the Chicago Relief Society since its organization, he was named by A. T. Stewart as first on the committee to control the \$50,000 donated by him for the relief of women and children in Chicago. A member of the Chicago Historical Society for years, he paid the cost of publishing the third volume of the society's collections, amounting to about \$1,600.

In 1877-'80 he was vice president of the Chicago Club, and about the same time he aided in founding the Art Institute, was one of the organizers of the Citizen's League, and one of the charter members of the Commercial Club in 1877. In 1881 he aided in the establishment of the Chicago Musical Festival Association, and of the Chicago Manual Training School in 1882. He is a director of the Merchant's Loan and Trust Company, and associated with a number of the great enterprises which constitute the magnificence of Chicago as a commercial and manufacturing center.

To the Training School he gave \$20,000; to the new Chicago University he devoted

a tract of land on Midway Plaisance, now valued at over \$200,000. They are two examples of a thousand benefactions. His marriage with Miss Nannie Scott, of Iron-ton, Ohio, was solemnized in the year 1863. It is said, and with truth, that no day passes without some act of benevolence on the part of one or the other; but the Chicago papers, those modern tell-tales, seldom or never mention the names of this couple, for their natures oppose the advertisement of their good deeds. It is a fact that the name of Marshal Field, one of the leading merchants of the wide world, seldom creeps into the newspapers, and yet he is a member of many of the leading clubs, of a great and old political party, associated with church affairs without being a member, and consulted in every great movement for Chicago's progress and indeed for the advancement of the country. And this man is commander of a mercantile army, and a member of industrial associations that give employment to tens of thousands of skilled workmen, and turn out in the aggregate in one year, products valued at many millions of dollars. A writer in the *Manufacturers' Directory*, published in 1891, speaking of him says:

"The individual who can direct the rise of, and hold in intelligent control, a business of \$50,000,000 a year, reaching from beyond the Alps to the other side of the Rocky Mountains—for it involves branch houses in England, France and Germany—must possess, aside from mercantile foresight and sagacity, remarkable power of organization, and of judging the men through whom he must necessarily act. These qualities Mr. Field has in an eminent degree. He commands with masterly success an army in constant active service, and did he wear a sword the world would be quick to call him great. One who can thus marshal the growing forces and resources of civilization as they are developed, and use them promptly in his service, keep abreast in the line of his operations with the demands of a rapidly increasing population throughout a vast region, possesses qualities of mind quite equal to, if different in some respects from, those of the foremost statesman and soldier; and as the paths of peace and productiveness gradually gain precedence over those of military and political strife, such abilities as his gain recognition accordingly. Those who, waiving the matter of possible difference in energy and brains, seek in Mr. Field's career for the rules of success with a view to profiting thereby, will find them simple and on the lines of well-tried and old-time maxims. There is not an employe in his establishment who does not understand that honesty is the policy that must be strictly adhered to. There must be no misrepresentation of goods, and promises must be carefully kept. Shorter credits are given than is the practice in most houses, and purchases both at home and abroad are made for cash. The advantages so accruing are shared with customers, who are thus attracted and retained. In the internal management of the business the fidelity of subordinates is promoted by the knowledge that good service means advancement as opportunity opens, and that no other kind will be tolerated. Faithfulness is further enhanced by the interest taken by the employer in the personal welfare of the deserving. This is repeatedly manifested in various ways, notably on occasions of sickness. The result is a body of willing employes; and one man that labors *con amore* is worth two or more that have to be prodded. The conditions that have pro-

duced for a single house a trade of the volume mentioned and constantly enlarging may not be exhaustively stated in the above, but they are substantially as set forth. As has been written at the beginning of this sketch, he is a man whose virtues have never, for a moment, been lost in his great interests—a citizen and a merchant of whom the whole Northwest is proud."

S. D. Childs & Co. Shubael Davis Childs, Sr., was the son of Josiah and Beulah Childs, and was born at Westborough, Mass., December 10, 1799. He learned the trade of wood engraver in Boston, and then removed to New York, where he remained seven years. On the 7th of April, 1831, he was married, on Hudson Street, New York, by Bishop Ives, of St. Luke's Church, to Elizabeth Woodburn Aiken, first daughter of Nathaniel and Susanna Aiken, and a native of Deering, N. H.

From New York he came to Chicago, in 1837, by the brig *Indiana* (captain, Harding; mate, Peevey), by way of the great lakes, arriving here on a snowy day in November. He entered into business immediately, but as there was comparatively little wood engraving to be done here at that time, he combined with his profession sign painting, wood carving and occasionally printing. He is entitled to the credit of having been the pioneer wood engraver in Chicago, and prints from some of his cuts are still extant, while many of them have been reproduced in different works, notably in the *History of Chicago* (Andreas, 1885). He died at Evanston, Ill., January 9, 1870.

His son, Shubael Davis Childs, Jr., who succeeded his father, under the firm name of S. D. Childs, Jr., in 1858 (140-142 Monroe Street, stationers, engravers, lithographers, printers, die sinkers, stencil cutters and rubber stamp manufacturers), came to be known as one of the most enterprising men in his line in the country. He was born in New York City February 19, 1833, and came to Chicago with his father in 1837. He attended school in the garrison at Fort Dearborn and a school on the southwest corner of State and Madison streets, in which Justice Sturtevant and Joseph K. C. Forrest were teachers.

The firm name changing to S. D. Childs, Jr., continued until the firm of S. D. Childs & Co. was organized with S. D. Childs, Jr., and Jerome A. Smith as partners. The growth of the business has been solid and substantial from the outset, department after department having been added as patronage seemed to require, or profit to dictate.

Mr. Childs was a resident of Evanston from 1871 until the time of his death, in 1886, and took an active interest in all its public affairs. He was one of the township trustees and also a member of the school board. He was married November 7, 1855, to Miss Mary A. Wright, of Keene, N. H. Their children are Albert H., Louis F., Cora B., Edward W., and Frank A. Childs. The two older sons are connected with the establishment of S. D. Childs & Co.

Jerome A. Smith, of the firm of S. D. Childs & Co., is a native of Vermont, and



Edward Arguilla

came to Chicago in the spring of 1849. In 1850 he removed to Michigan City, and for several years was employed in the store of his uncle, Samuel Dresden. Returning to Chicago, he became a student of Bell's Commercial College. In 1860 he associated himself with Henry Sanborn in the oyster trade.

In the spring of 1863 he was given a place in the quartermaster's department of the United States army service, at Nashville, Tenn., under Lieut. S. H. Stevens of the Board of Trade Battery, acting assistant quartermaster, and was thus employed until the close of the war. Mr. Smith married Lucy A. Wright, of Keene, N. H., in 1863. They have two children, Frederick W. and Anna M. Smith. Mr. Smith has lived at Evanston since 1873, and is regarded not only as a public-spirited man of that suburb but as one of Chicago's successful business men.

The house of S. D. Childs was established in 1837, and was succeeded, in 1858, by S. D. Childs, Jr., and in 1865 became S. D. Childs & Co., being located at that time at 117½ Randolph Street. In 1873 a store was opened by the firm at 115 Franklin Street. In 1878 it was removed to the southeast corner of Dearborn and Washington Streets, where they remained three years. For the succeeding seven years the firm continued business at 163 Dearborn Street, and since September 1, 1888, it has been located at 140-142 Monroe Street.

Edward Carqueville. This distinguished and long-established lithographer, was born in Posen, Prussia, September 23, 1841, and was graduated from Friedrich Wilhelm Gymnasium, in Posen, in 1856. He had resolved to seek his fortune in the New World, and in 1857 he came to Chicago and entered the establishment of Keen & Shober, to learn lithographing, and remained with the concern until in 1860.

From 1861 to 1865 he lived in Milwaukee. In the year last mentioned he formed the Chicago Lithograph Company, and had made a success of the enterprise which caused it to rank as a leading business of its kind, when it was swept away by the great fire of 1871. After the fire the firm of Charles Shober & Co. was formed, with Charles Shober and Mr. Carqueville as partners. The name of the concern was afterward changed to the Shober Lithograph Company, and that title in time gave way to the present one of the Shober & Carqueville Lithograph Company, under which it has been incorporated. The officers are Edward Carqueville, president; E. H. Carqueville, vice-president and manager, and William B. Hoswell, secretary and treasurer. It has been due very largely to Mr. Carqueville's eminent business ability, as well as to his thorough knowledge of everything pertaining to lithography, that this enterprise has grown to be one of the most important of its kind in the world.

Mr. Carqueville is known as a public-spirited and progressive Chicagoan. In politics, while he has, since 1876, been a member of the Democratic party, he is, before party, "for reform always," and takes a deep interest in every movement promising to bring about improvement in the morals and methods of municipal government. He is a member of the Iroquois Club and the Germania Club, and is a Thirty-second

degree Mason. In 1863 Mr. Carqueville married Miss Laura A. Henke, who has borne him ten children, of whom seven sons and one daughter are living.

Since engaging in business in Chicago, Mr. Carqueville has pretty well occupied all parts of the down-town business center. He began at 150 Clark Street, and has since been located, in turn, on Jefferson Street, on West Washington Street, in the Lakeside building, on Monroe Street, at Wabash Avenue and Randolph Street, and, as at present, at Canal and Jefferson Streets. Standing, as he does, in an exalted position in his chosen field of enterprise, Mr. Carqueville is not only one of Chicago's leading business men, but one of its conspicuous, self-made men as well.

Philip F. W. Peck, whose ancestors from Old England had settled in New England before the middle of the seventeenth century, was born in Providence, R. I., in 1809, and first saw Chicago in 1830. He came by way of the lakes, and brought with him a small stock of goods. At the same time, or a little later, came Capt. Joseph Naper, founder of the town of Naperville, at one time the seat of justice of Du Page County, and for a short time the two were associated in some business enterprises. Mr. Peck's first merchandising operations in Chicago were carried on in a small log building which he erected near old Fort Dearborn, in 1831, and in which he traded until, in 1832, he had ready for occupancy a two-story frame building, at what is now the southeast corner of South Water and La Salle Streets, on land owned to this day by members of his family, into which he removed his merchandise.

It was in this at that time superior structure that Mr. Peck laid the foundation of his fortune, and continued in business as a merchant until it became necessary for him to give his whole attention to his realty interests, and the care of his growing fortune. It has been written: "But one framed building had been erected in Chicago prior to that time, and Mr. Peck's building was, in fact, the first of this character to be used as a store building. * * * It was in the unfinished second-story of this building that the first Sunday-school organized in Chicago held some of its earliest meetings, and in which also the Rev. Jeremiah Porter, the first minister to hold regular religious services in the town, established his study and found a lodging place."

A resident of Chicago more than two years before it had a recognized corporate existence, one of its organizers and a voter at the first election of trustees held at the house of Mark Beaubien, August 10, 1833, Mr. Peck was an early citizen of much influence. He was one of the volunteers who went out from the straggling settlement around Fort Dearborn to aid in the discomfiture of Black Hawk and his followers in 1832. The first brick dwelling erected in the city, at Washington and La Salle Streets, was the residence of Mr. Peck, built in 1836, on land yet owned in his family. He was here at the inception of the town, witnessed its transition from settlement to village, from village to city, and from a provincial city to the great metropolis of the Northwest, and two weeks before his death, which resulted from an accident, and occurred October 23, 1871, he saw the city that had grown up under his daily observation practically swept out of existence by the great Fire.



P. F. W. Peck



J. W. Butler

He was one of the builders of old Chicago, and he did not long survive it. He was one of the first to recognize the natural advantages of this point and to predict that a great city would be here built up. It had been his intention to go further south with his merchandise, perhaps to New Orleans, but what he saw and foresaw here impelled him to remain. He had had the best New England training, both intellectual and industrial, and was, altogether, of the stuff of which successful pioneers are made. He was ambitious, self-reliant and enterprising, and, as was demonstrated by his career here, was possessed of unusual foresight and a positive genius for finance.

The accumulator of a large fortune, he demonstrated that adherence to conservative methods builds up more substantial estates than those which result from speculative enterprise. His business caution and forethought were such that he kept his affairs always so well in hand that he never met with a serious financial loss, and passed safely through monetary crises like those of 1837 and 1857, when many of his contemporaries met with reverses from which they never recovered. Such periods of business depression did not even temporarily weaken his faith in the future of Chicago, but rather had the effect of stimulating him to make investments at the more advantageous terms offered under such circumstances. He saw constantly before him the Chicago of the future, the wonderful city, in the building of which his sons have been so conspicuous, and in the history of which his own name is prominent as that of a "pioneer of the pioneers."

In 1835 Mr. Peck married Miss Mary W. Wythe, a Philadelphia lady, but of English parentage, who is still a resident of Chicago. Their family consisted of eight children, all of whom were born in this city. Four of them died in infancy, and one of them, Harold S. Peck, died some years since. The other sons, Walter L., Clarence I. and Ferdinand W. Peck, are all leading citizens of Chicago, which they have greatly benefited by their enterprise and public spirit.

Julius W. Butler. The development of the paper trade in Chicago has kept pace with the general advance made in all other departments of human industry. It has not been many years since England asked the tart and impertinent question, "Who reads an American book?" This was intended to convey the idea at that time that no American book was worth reading. Now American books in England may be counted by hundreds, if not by thousands, and the stubborn Britons are pleased to concede that they are proud to belong to the same race as Emerson, Bancroft, Longfellow, Cooper, and scores of others equally gifted and brilliant. But books are not made without paper, and by a curious parallel the same rivalry occurred over this commodity between the Eastern and the Western sections of the country as formerly occurred over the subject of literature between the mother country and this. It has not been long since the huge paper mills of Massachusetts and New York asked the tart question, "Where is any first-class paper made in the West?" In fact, it is sig-

nificantly intimated even now that very little first-class paper is manufactured west of Pittsburg. However, immense quantities of paper from both the Western and Eastern sections of the country are annually disposed of in this city, and the quality, generally, of all seems to answer the purpose of advertisers and bookmakers.

But it is interesting to note the development of the manufacture of all kinds of paper in the West, with the industries of which section Chicago naturally takes the greatest interest. Julius Wales Butler, now and for many years an active, prominent, and respected citizen and business man of this city, had learned the paper business in his youth in the Eastern States. At Essex, Vt., where he was born May 7, 1828, he was brought up in the store and paper mill of his father, Zebediah Butler, who was a successful business man of that town. The father was of English origin, and soon after his marriage to Miss Bettie Morris engaged in the mercantile trade and afterward became interested in a paper mill. In those days the famous steam dryer was unknown, and every sheet of paper was made by hand. He was the youngest son of a family of nine children, and was given a good education in the district schools and at the academy in Hinesburgh, in his native State. When he was four or five years old his mother died, and this unfortunate and sorrowful occurrence was the means of separating the family and casting J. W. Butler at a tender age upon the world to shift for himself. The father went west to Ohio, the older children scattered out in pursuit of a livelihood, and J. W. Butler became a clerk and a general utility boy in the postoffice of Hinesburgh. After a variety of youthful experiences, some good, some bad, he came out West, at the age of twenty years, and located in Chicago, where his elder brother had preceded him. This brother had established at St. Charles, Ill., the earliest paper mill west of Ohio, and later started a general store there, J. W. Butler taking charge of the same and conducting it for about six years, when he came to Chicago and took an interest in the paper business of his brother at 48 State Street. Chicago was wild then and bustling, and wagons were sent all over the surrounding country to gather the stock from which Butler & Hunt, as the firm was first known, manufactured newspaper and wrapping paper. At this time—early in the fifties—they operated the only paper mill west of Cleveland, Ohio. In a short time the style of the firm was changed to J. W. Butler & Co., and was thus known until about 1862, when the company was consolidated with G. H. & L. Laflin, under the name of Laflin, Butler & Co. Their business steadily grew and prospered as the city spread out over the prairie and their experience ripened. The grade of their paper was improved by the demand made upon them and by the aid of the wonderful machinery which necessity was forced to invent. They took the leading trade, and have since maintained the largest stock in the city. Eight traveling men dispose of their goods over all the upper Mississippi Valley and assist in expanding their annual trade to about \$2,000,000. They have been burned out several times, but are now located at 216 Monroe Street, in a large six-story building 45x190 feet. They carry

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Harry E. Weaver

all grades, and can on short notice furnish any quantity of such grades at the lowest market prices. In 1876 they were incorporated as the J. W. Butler Paper Company, with J. W. Butler president, Frank O., his older son, vice-president and general manager of the purchasing department, and Julius F., the younger son, second vice-president and general manager of the employes in the store. Mr. Butler has been instrumental in building up one of the strongest and most reputable business houses of the city. His practical experience, steady and patient industry, enterprising spirit and strict integrity have been the stepping stones to his great business success and his high reputation. His house is one of the old landmarks here, extending back to the era of mud and brown paper, when no one dreamed that out of the mire would spring up the most wonderful city in the world. He has witnessed this remarkable transformation, has contributed to its force, and is full of historic reminiscences of the city in which all citizens take so much pride.

In 1857 he was joined in marriage to Miss Julia Osgood, of Battleboro, Vt., and by her had a family of four, two boys and two girls, the latter two deceased. The boys are named Frank Osgood and Julius Fred. Mr. Butler takes no active part in public affairs, but has represented his party—Republican—as a delegate in several conventions, and takes pleasure in the fact that he joined the party at its beginning and has been a faithful supporter of it ever since. He is a member of the Union Park Congregational Church, of which he has been trustee for several years. He is a member of no secret organizations, but belongs to the Union League.

Henry E. Weaver. The great financial and corporate interests of Chicago have attracted to them the very best manhood of this progressive age, and its numbers are being constantly recruited from about every branch of industry and of commerce which has been established here. It is, after all, but a step from the office of the merchant in whatever line of goods, from the desk of the manufacturer of whatever kind, to the chair of the bank president, or to that of the director in some large corporation of world-wide fame and almost world-wide wealth. Men who are known to be successful in their own private affairs are sought when good business blood is required to infuse new vitality into enterprises of a public or semi-public character.

Henry E. Weaver, who has come into prominence through his connection with railroad and other important interests, was born in Niagara County, N. Y., about thirty-nine years ago, a son of Erastus B. Weaver, who forty years ago was one of the leading anti-slavery men in Western New York. He lived the life of a farmer boy until he was about thirteen years of age, meanwhile exhausting the educational advantages afforded by the common schools near his family homestead. He then entered the Lockport Union High School, located at the metropolis of his native county, and after his graduation therefrom prepared for a collegiate course. At the age of nineteen he passed the required examination and was admitted to Yale College, but on account of illness was obliged to relinquish his long coveted college education almost as soon as he had entered upon its acquisition.

But, notwithstanding this disappointment, he determined to push forward and make as great a success of life as his circumstances would permit, and as soon as he felt able he put in execution a plan he had formed to seek his fortune at Chicago, which was then fresh from its awful baptism of fire and presented exceptional opportunities to the young, the ambitious and the energetic. It was not many years ere he was established in the coal trade, and his operations during the first twelve months comprehended the handling of about 10,000 tons of coal in the aggregate. The ability and perseverance with which Mr. Weaver pushed this business may be inferred from the fact that his firm (that of Weaver, Getz & Co.) now handles in Chicago alone more than 600,000 tons annually, a larger amount, it is believed, than is handled by any other concern in the city. Gradually he has made investments which have connected him permanently with other enterprises of magnitude. He is vice-president of the Consumers' Pure Ice Company, and is one of the local directors of the Baltimore & Ohio Railway. Though still on the sunny side of forty, he is recognized as one of the most enterprising of Chicago's business men, and there is doubtless in store for him a brilliant future, equally, if not more, conspicuous than his former successes. He is active politically, but is not in any ordinary sense a politician. His prominence in this connection is indicated by the fact that in 1888 he was a member of the national sub-committee that nominated Benjamin Harrison for the Presidency.

Noted wherever he is known for his public spirit and for his earnest and helpful interest in all worthy charitable work, he has contributed much according to his means to many deserving objects. He donated the library for the children at Doremus Mission and the organization controlling it, which was started with more than 200 members, and under Mr. Weaver's watchful care is growing prosperous, and was named in his honor the Weaver Library Society. He is a life member of the Glenwood Training School for Boys, and has done much in aid of the Waifs' Mission, with which he is also permanently identified. His career is one that commends itself as an example to the young and struggling. His days have been not always bright, not always prosperous, and the sun has gone down on his efforts when they have promised to avail him nothing; but his characteristic determination and his well known integrity have won him both success and friends, and he has a heart that beats in sympathy for all humanity and most solicitously for those who, having put forth their best exertions, having left nothing undone to insure their success, are groping through that blackness that no providence will tell them proceeds the dawn of success or enshrouds the brink of despair. He is the friend of the weak and the friendless, and he has for his friends the strong and the influential men of the great Chicago of 1894.

Capt. Henry W. B. Hoyt. One of the prominent citizens of Chicago who had been developed by the social and business forces centering here was Capt. Henry W. B. Hoyt, recently deceased. He was so well known and so generally admired for his noble elements of character that the mention of his name calls to mind a clear recol-

lection of his useful and honorable life. He was not old at the date of his untimely death, having but a short time before triumphantly passed his forty-ninth birthday, and had many years yet before him, in the ordinary course of human life, to improve still farther his splendid record as a citizen and man. But an unexpected and violent illness overtook him suddenly while he was riding home in his carriage, and a few days later he passed away, his illness assuming the dangerous form of congestion of the brain. His death was a real loss to the city which he had done so much to develop, and in all directions the keenest expressions of regret and sorrow revealed the depth of the friendships he had formed and the public estimation of the character he had maintained. The Real Estate Board, of which he had been a prominent member, held a special meeting to discuss and extol his character and arrange for their attendance in a body at his obsequies. Messrs. Bond, Bogue, Kerfoot, Gross, Givens, Silva and others spoke of his sterling qualities and his attainment and maintenance of the highest form of American citizenship. Mr. Bogue said he had known Mr. Hoyt since 1863 and that "he was an upright and successful business man who was above any mean action and held a position on the highest plane among men." Mr. Silva told of his army life and said, "He was beloved by every man in the company, and never missed an opportunity to call on his old comrades when he had an opportunity." The following memorial was adopted by the board as an expression of its tribute to his worth:

"We have lost a friend. Henry W. Hoyt was the friend of all who knew him. In business as well as in social life he commanded respect. He won affection. He loved kindness, for his was a kindly nature. He loved honor, for he was one of nature's noblemen. Just was he, yet generous. Faithful to trusts committed, he was energetic in accomplishing them, a man with whom performance outran the word. His work with us is finished. Gone is the genial presence, vanished the pleasant smile, stilled the kindly voice. But there shall remain to us, his fellow-members of the Real Estate Board, pleasant memories of our friend forever. With those who were near him we sympathize, and to his family we tender this our tribute of esteem and respect."

Capt. Hoyt was born in Henry, Ill., June 25, 1841, and was the son of William Henry and Mary (Betsey) Hoyt. His father was a native of New York and his mother of England, and both were early settlers of Illinois. The Hoyts had come to the West while the Indians and wild animals yet roamed over the rich prairies, had joined the vanguard of the army of resolute pioneers who braved the dangers and hardships of the new country and founded for their descendants homes of peace and plenty and refinement. Mr. Hoyt while yet a small boy was brought by his parents to Chicago, and here he lived the remainder of his life. He was given a fair education in the public schools of the city, and was yet in his minority when the Rebellion of the Southern States called all loyal men to action. He was young, ardent and patriotic, burning with the enthusiasm of war, and was anxious to offer his services to his country, but was persuaded to wait until 1862, when he enlisted in Company A, One Hundred and Thirteenth Regiment, Illinois Volunteers, and, upon being mustered

into service October 1, 1862, was commissioned first lieutenant of his company, a great distinction for one of his age. The regiment was assigned to the Second Brigade, Sherman's corps, which joined with Grant when he began his memorable siege of Vicksburg. On January 22, 1863, Lieutenant Hoyt was breveted a captain on account of bravery. He successfully ran the blockade at Vicksburg, but was made prisoner in a battle at a little landing in Tennessee, and for six or eight months was confined as a prisoner in the rebel stockade at Cahaba, Ala. The rebels treated their prisoners shamefully, and many of Hoyt's companions died of starvation. He was finally exchanged, and was shortly after commissioned a major and served on Gen. Grant's staff in his later Mississippi campaign. He took part in the battles of Pine Bluff, Corinth and Vicksburg, and distinguished himself for bravery. Shortly after the fall of Vicksburg he was taken seriously ill, and for some time was incapacitated from duty. For six months or more he was in command of the Union prison at Memphis, Tenn. His treatment of prisoners was humane and considerate, and after the war he received several letters from the Confederates praising his conduct while in charge of the pen. This part of his military career Mr. Hoyt always referred to with pride. The regiment was mustered out of service June 20, 1865, and arrived in Chicago two days later.

After receiving an honorable discharge from the army Major Hoyt returned to Chicago and engaged in the coal trade. This he followed continuously until early in the decade of the seventies, when he entered into partnership with his father in the real estate business. The opportunity at this time to make money, and accumulate large tracts of valuable real estate, was excellent. The great fire had just stripped the heart of the city of all its buildings, and many of the owners had nothing left save the land. They were often obliged to sell, but if this could be avoided were ready to lease for either long or short periods. This, then, was the opportunity for the real estate man, and the Hoyts engaged extensively in the business, and soon had a large and profitable trade. They continued with great success until January, 1882, when father and son dissolved partnership, and the latter became the junior member of the firm of Bogue & Hoyt, and thus continued until the unexpected death of Mr. Hoyt. The firm of Bogue & Hoyt did a large business from the start. Both men were well known and of high character. They could form warm friendships, and inspired implicit trust among their business associates. It was a pleasure to deal with them. Mr. Hoyt was noted for his industry, affability, and honesty. Every business contract was lighted with the torch of open, manly conduct. He was so considerate that he would not take many ordinary trade advantages. This gave him a great reputation. The result was to build up his business with reputable holdings and possessions, and a good will of great extent and value. Unquestionably, he was one of the most popular and successful business men developed by the industries of Chicago.

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C. Dr. Golden

But his popularity and success were not confined to his business. His social attributes were the ornament of society and the delight of his friends. His home life was one continual round of sunshine. He was witty, a good conversationalist, a gracious and easy entertainer, and became a great favorite at his clubs. He was a member of the Union League, Calumet and Washington Park Clubs, and of the Grand Army of the Republic, and as such enjoyed a wide acquaintance and formed many friendships which lasted until the day of his death. He was an ardent Republican, and was greatly interested in the advancement of his party's interests. Mrs. Hoyt is a native of Ottawa, Ill., and is the daughter of Ralph and Delia Woodruff, who came to Illinois during the pioneer period. To Mr. and Mrs. Hoyt were born two children—Edith Mary Hoyt and another, Leta K., who died August 16, 1879, aged six years.

Charles Newton Holden was a native of the State of New York, born at the little village of Fort Covington, Franklin County, on the 13th day of March, 1816. He was the oldest son of William C. Holden, a New Hampshire farmer, who emigrated to Northern New York and engaged in the lumber business for several years previous to the War of 1812. The war broke up his business, when he volunteered in the patriotic force, and, marching sixty miles through the forest, was engaged in the battle of Plattsburg. At the close of his service he returned to his home, and, marrying Sarah Braynard, settled down on a farm.

Charles was brought up on the farm, assisting in the hard work of clearing the forest and subduing to cultivation the intractable soil. He attended the common school, where he was an apt scholar, and, with mingled work and study, among the yeomanry of that new region, learned self-reliance and the practical arts of an independent and industrious life. He engaged in teaching school, and then was employed for a time as clerk in a country store. By some impulse, as unaccountable perhaps as the instinct which prompts the birds of passage in their periodic flight, he sought to better his condition in the far-off and indefinable "West."

With only \$40, the savings of his youthful toil, he turned his back, with a brave heart and resolute purpose, upon the home of his childhood, and after some months of tedious travel through river and lakes arrived in Chicago in July, 1837, with \$10 of his little capital unexpended. Times were dull here, the panic of that year having prostrated budding speculations and infant industries, so that he was unable to find employment, and he pushed on to Will County, where an uncle had already taken up a farm. There he entered a land claim and spent the remainder of the season in improving it, and hired out as a laborer for farmers in the neighborhood.

Later in the fall he returned to Chicago, where he found employment as a clerk in a retail store. The following spring he entered the employ of Maj. John H. Kinzie, who was manager of the Lake Michigan Lumber Company, probably in the mixed capacity of clerk and laborer. At the end of a year he had saved \$300, with which, and a liberal credit, he opened a store on Lake Street, after taking a partner, in a log

building, which was known as the little "red store." The business which he thus began in a small way was extended systematically, and within half a dozen years had assumed large proportions.

In 1848, in company with others, he erected one of the finest business blocks in the city, in which he continued merchandising until 1852, when he retired from the firm, purchasing from his partners their interest in the realty. This lot he held during his life, and left at his decease as a part of his estate. Purchased for a few thousand dollars, such has been the increase in real estate values, the property is now valued at not far from \$300,000. The following appreciative narrative of Mr. Holden's public career was published some time since in the Magazine of Western History:

"For some time after this his attention was given to real estate transactions, but in 1856 he united with Thomas Church and others in the organization of the Fireman's Insurance Company. Of this corporation he became the secretary, a position which he held for ten years. He also served, for twenty years, as treasurer of the Firemen's Benevolent Association, and received from this organization, at different times, flattering testimonials of their esteem and regard.

"Beginning with 1855, when he was elected a member of the board of aldermen, to become recognized at once as a valuable member of that body, much of his time was devoted to public affairs and the transaction of official business. In 1857 he was elected city treasurer, and also served as a member of the city board of education, in which capacity he labored with great zeal and earnestness to elevate the character of the schools and add to their usefulness. His services, in behalf of the educational interests of the city, were flatteringly recognized at a later date in the naming of one of the handsome school buildings in his honor. In recognition of this delicate compliment, Mr. Holden placed in the hands of the proper authorities, a fund of \$1,000 for the purchase of books for such indigent pupils of the school as might be deemed worthy of such consideration."

In 1867 the General Assembly of Illinois created the office of commissioner of taxes of Chicago, and Mr. Holden was chosen to fill the position, which he held until 1874.

In 1869 he was appointed by Gov. Palmer one of three trustees to take charge of the work of building the Northern Hospital for the Insane, to be located at Elgin. This splendid institution was completed in 1875, at a cost of \$500,000; the manner in which the work was carried on reflecting credit upon those who shouldered the responsibility of guarding the public interests in connection therewith.

Mr. Holden began taking a lively interest in politics about the time the Republican party was formed, was prominent in its councils for many years, and remained devotedly attached to the organization as long as he lived. He was one of the ardent friends and admirers of Lincoln, a promoter of the movement to nominate him for the presidency in 1860, and a member of the committee of arrangements for the National Republican Convention of that year. The famous wigwam in which that historic convention was held, was designed by, and built under the directions of, this committee.

With Stephen A. Douglas, and other eminent citizens of the city, Mr. Holden was associated in the establishment of the University of Chicago. He became a member of the first board of trustees of that institution, and was also a life member of the board of trustees of the Chicago Astronomical Society connected with it.

His interest in various benevolent and charitable enterprises was not less active than his interest in public affairs and educational matters. A devoted member of the Baptist church, he was particularly interested during the later years of his life in extending its influence and building up its educational institutions.

Having prospered in a financial way and accumulated a handsome fortune, Mr. Holden gave largely of his means to various church and benevolent enterprises, his largest gift, perhaps, of this character, being a donation to the Baptist Theological Seminary at Morgan Park, a suburb of Chicago, which constituted an important part of the handsome endowment of that institution. What contributed more even than his generous gift to the upbuilding of this institution, was his earnest and intelligent labor in its behalf. In this, as in every work with which he became identified, his admirable executive ability enabled him to accomplish the best results attainable with the means at his command. Broadly liberal in his views, his charitable, benevolent and religious work was not limited to the demands which came to him from his own church, but to every commendable enterprise he gave a helping hand when it was in his power to do so. Mr. Holden's life was cheered, and his labor in behalf of education and charity aided, by his wife, who was Miss Frances Woodbury.

Mr. Holden was endowed with no uncommon talent. He aspired to do great things. He had industry, economy, a fair education, and good business ability. He was animated by a sincere and lofty purpose to make the most of his opportunities, and had consecrated himself in early life to the service of the Divine Master, to whom he felt accountability for the use he made of his powers and the gifts of fortune. He took his humble place among the toilers in the infant city, grew with the growth, and shared in its unwonted prosperity. While he labored to build up his own fortune, he toiled with no less assiduity to build up institutions of education and charity, which became fountains of living waters, to fructify and freshen the arid wastes of city life for all time to come.

Such men deserve to be held in remembrance for their good deeds and unselfish lives, and for the "good that lives after them." Mr. Holden's life closed in Chicago, September 30, 1887.

Levi Z. Leiter was born in 1834, of well-to-do Calvinistic Dutch parents, in the town of Leitersburg, Washington County, Md., founded by his ancestors. Here he received a good education, and afterwards spent several years in a country store, that universal educator of so many of our prominent men. When eighteen years of age he became dissatisfied with his quiet surroundings and determined to seek a wider field for the exercise of his energies.

In 1853 he turned his face westward, first stopping in Springfield, Ohio, where he entered the store of Peter Murray, a prominent merchant, and remained one year. This place not furnishing the desired field, he pushed on to Chicago, arriving there in the summer of 1854. Here he entered the employment of Messrs. Downs & Van Wyck, where he remained until January, 1856, when he entered the wholesale house of Messrs. Cooley, Wadsworth & Co., in which he continued through its various changes until January 1, 1865, when, with Marshall Field, who entered the house at the same time, and who, with young Leiter, had secured an interest in the business, in consideration of their valuable services, on January 1, 1865, sold their interest to John V. Farwell, and purchased a controlling interest in the business of Potter Palmer, which was continued for two years as Field, Palmer & Leiter, and then as Field, Leiter & Co. until January 1, 1881. By the exercise of rare intelligence, based upon the soundest principles, the business was rapidly increased until it occupied the leading position in the country.

On January 1, 1881, Mr. Leiter having large real estate and other interests, and longing for freedom from the daily duties of an exacting business, sold his interest to his partners, that he might devote more of his time to his family, to travel, and to his choice library, which is one of the best private collections in the United States.

Mr. Leiter has never sought nor held a public office, but from boyhood he has been a diligent student of politics in its highest sense, and no one has a wider range of intelligence concerning the principles of our Government and of legislation which would affect the welfare and industries of our country.

For many years Mr. Leiter was a director of the Chicago Relief and Aid Society, and gave much time and patient study to the wise distribution of charity; and not only in this enterprise, but in all intelligently directed charities, he has been an honest worker and a liberal contributor when he could be convinced that money and time would produce more good than harm. The American Sunday School Union has always been one of his favored instrumentalities of good to his fellow-man. With a keen insight into the spring which lies behind human action, he has never courted popularity, but preferred at all times, in speech and action, to do his whole duty to his fellow-man and the community in which he lived.

In the rebuilding of Chicago, since the fire of 1871, Mr. Leiter has been one of the most progressive and important of its citizens. He has erected many handsome office and store blocks in the business district, and is still engaged in extensive building operations, one of them being the magnificent structure on State Street, between Van Buren and Congress Streets.

Of temperate habits and strong physique, with great powers of application and endurance, Mr. Leiter, in his active business career, confined himself so closely to his business that he was enabled to turn off a quantity of work which would have killed any ordinary man.



J. D. Kenibark

In all which goes to advance the social and educational as well as the business interests of Chicago, Mr. Leiter has been a moving spirit. His great means, as well as his keen business sagacity, have been enlisted in many worthy enterprises. He was the first president of the Commercial Club, and is now a leading member of the Iroquois, the Chicago, Calumet, the Union, the Washington Park and the Union League Clubs. Mr. Leiter took an active interest in the reorganization of the Chicago Historical Society after the great fire, and contributed liberally to its building fund, and for the purchase of books. The debt which had hampered the Society was also lifted by the co-operation of Mr. Leiter with Messrs. Mark Skinner, E. H. Sheldon, D. K. Pearsons, S. M. Nickerson, Thomas Hoyne, and others, and the Society placed upon a sound basis. Mr. Leiter was also the president of the Chicago Art Institute in 1885, succeeding Mr. George Armour, who was its first executive. For many years, in fact ever since its organization, Mr. Leiter has been a heavy stock-holder in the Illinois Trust and Savings Bank, and is now one of the directors of that institution.

After the great fire of 1871, when everyone was damaged by loss of insurance capital, Mr. Leiter was instrumental in inducing the Liverpool and London and Globe Insurance Company to re-establish its agency here, and also to make this one of its departments, thus giving confidence to other reliable companies to re-establish their business here, and enable business men to protect themselves against the hazard of fire. Mr. Leiter's great aim has been to be a model citizen, and not to accumulate great wealth, believing, with Goldsmith,

"Ill fares the land, to hastening ills a prey,
Where wealth accumulates and men decay."

Seneca D. Kimbark. In considering the details of the commerce of this city, few items are of more importance than those of the various forms of iron, steel, nails and tools employed in the building interests of Chicago and its tributary territory and the sources from which they are supplied to the trade. One of the oldest and most prominent houses in this line is that of S. D. Kimbark, at the southeast corner of Lake Street and Michigan Avenue. This business was formerly located on South Water Street, and was owned by the firm of E. G. Hall & Co., of which Mr. Kimbark became junior partner in 1853. The firm name was changed in 1860 to Hall, Kimbark & Co.; in 1873 to Kimbark Brothers & Co., and S. D. Kimbark became sole proprietor in 1876. The great fire of 1871 destroyed the structures previously occupied on the present site, and left a mass of slag and melted iron three feet deep, which it took eight months to clear away. With energy undaunted, a temporary structure was at once erected, the business continued with comparatively little interruption, and the building now occupied was erected in 1872. This structure extends from Michigan Avenue to Central Avenue, with a frontage of 132 feet on each, and 140 feet on Lake Street, has five stories and basement, and is most conveniently located and arranged for the transaction of a heavy business, its frontage being entirely unobstructed. Mr.

Kimbark furnished a portion of the architectural iron which was used in the Capitol at Springfield, and in the reconstruction of the Palmer House in 1872, and he has such extraordinary facilities for the importation of foreign goods that if the builders of this city had not given preference to American manufactures he could have saved them about \$20 per ton on most of the architectural iron and steel used here for some years. Besides iron, steel, nails, and heavy hardware, Mr. Kimbark deals in blacksmiths' tools and supplies and carriage hardware, trimmings and woodwork, making a specialty of carriage bodies, which he manufactures at his new factory at Elkhart, Ind., which was especially designed and constructed for this work, and is equipped with ample power and the best machinery for the purpose. The main building is 400x80 feet, and the entire works and yards cover seven acres of ground. This factory, which superseded Mr. Kimbark's factory in Michigan, is located in the midst of the finest hardwood timber in the world, and has unexcelled facilities for receiving the same and shipping it, when manufactured, to any part of the world, a fact which gives it a great advantage in saving freights. Mr. Kimbark not only makes a specialty of vehicle bodies, and of packing them for export, but he also makes about everything of wood that is used in any kind of a carriage, except wheels. The business of this house is not confined to Chicago, or even the country usually considered as tributary thereto, but extends to every State in the Union, to Mexico, and Australia. The business is under the personal supervision of Mr. Kimbark and his son Charles, to whose ability the success of the business is due. Personally, Mr. Kimbark is a genial man, with whom it is a pleasure to do business. The writer has long known men who entered his service in their youth, and have grown gray in it. He has held many positions of prominence and trust, and few names are better or more favorably known among the business men of Chicago than his. He is a native of New York, and was born at Venice, Cayuga County, in 1832.

Daniel Kimball Pearsons, physician, financier and philanthropist, has placed the impress of his success and of his generosity so indelibly on Chicago and the West that his name will, of necessity, be perpetuated as a part of Chicago and Western history. There is no line of greatness for which the city is not in some way indebted to him, and solid business interests, education, religion, charity, all have found in him at once an agency and a factor which have advanced them to heights to which they could scarcely have attained without his aid. There is no class of citizens that he has not benefited. Youth, middle-life and old age are alike under obligations to him. His labors for and benefactions to all have been practical and wholly and permanently effective. During the years of his business career, by purely praiseworthy means, he amassed a splendid fortune, and now, in the period of his retirement, he is systematically and in the most thoroughly business-like manner, devoting much of it to the good of his fellow-men, not simply by the amelioration of the ills of individuals, but by his princely gifts to the causes which make all mankind better, more enlightened,

more patriotic and more truly manly. The seed he has sown with so generous a hand, so deeply and so widely, will yield again and again by that marvelous process of reproduction which is manifest in all things, and the good he is doing will grow ever greater and more comprehensive to the end of time.

Mr. Pearsons was born in Bradford, Vermont, April 14, 1820, one of the nine children of John and Hannah (Putnam) Pearsons. His father was a farmer, a man of good brain and principle, who settled in Vermont more than a century ago. His mother was a relative of Gen. Israel Putnam, and the daughter of another soldier of the Revolution, and, coming of such sturdy stock, she lived until 1888, dying at the age of ninety-three, having retained her vigor of body and mind almost to the day of her death. It is related, in evidence of her sterling character, that in her old age she often referred with pride to the fact that she set for her children an example of the moral and practical utility of work, by herself spinning the yarn and weaving the cloth out of which, in their childhood, their clothing was fashioned.

When he was sixteen Mr. Pearsons began school teaching, and followed that honorable avocation, which has been the resort of many other since-famous New England men, for five years, with such success that he was enabled to save enough means to enter Dartmouth College. After a two years' course there, he studied medicine at Woodstock, and was duly graduated and began the practice of his profession. In 1843 he removed to Chicopee, then, as now, a thriving manufacturing town, and there made for himself a good practice, well earning the title of "Doctor," by which he has ever since been known to his family and intimate friends. In 1847, however, he relinquished his professional career to come "West," and locating in Ogle County, Ill., engaged in farming for a time. But it was not as a physician nor as a farmer, but as a financier, that Mr. Pearsons was destined to make his distinctive mark. Chicago, even then, in his estimation, gave promise of something like its present greatness, and he soon took up his residence here and engaged in the real estate business. At first he operated as an agent for the sale of farm property, but he was quickly put in charge of the Sturgis estate and other large outside properties, and handled them with so much ability that, almost without the seeking, a profitable business came to him, and he sold lands for the Illinois Central Railroad Company, for Michael Sullivan, the "farmer king," and others, his transactions in Illinois alone involving the transfer of more than a million acres.

In 1860 Mr. Pearsons engaged almost exclusively in the loaning of money of Eastern capitalists and corporations, chiefly on farming lands, and his success is indicated by the fact that his average annual loans for twelve years amounted to more than a million dollars, and in placing them he acted not alone as the agent of the lender, but looked closely to the interests of the borrower, securing for the one unquestionable security and for the other equitable and favorable terms. During the panic of 1873 the auditor of an Eastern state paid high compliment to the soundness

and ample margin of the values of the mortgages he had secured, and great as was the gratification afforded Mr. Pearsons by this testimonial to his business acumen, it was not so great as that he derived from the thought that no borrower, through him, of the company's money had ever been placed in a position to suffer wrong or injustice. In 1877 Mr. Pearsons severed his relations with other capitalists and in all business relations has acted solely in the furtherance of his own plans and investments.

Mr. Pearsons was twice elected to represent in the city board of aldermen the First Ward, by far the most important political district in the city, and served the people so faithfully and to so much good purpose that his political future was practically assured, had he cared to accept further public responsibilities, but he withdrew from politics entirely, and has since refused to permit his name to be used in that connection. While he was chairman of the finance committee the financial condition of Chicago was deplorable. Extravagance and bad management had brought on an indebtedness far in excess of the constitutional limit, and the city had issued certificates of obligation which had been put under a cloud by disputation in the courts. Many of these promises to pay had been taken by Eastern bankers and others who were beginning to seriously question the wisdom of their investment in them. Financial depression was on the whole country, and capital was more than commonly timid. Chicago had early need of money with which to maintain its financial integrity, and in this crisis Mr. Pearsons went to New York, officially as a member of the city council and privately as a man of capital and of honor, to assure all those interested that Chicago was going to pay its debts. He pledged the word of the city and his individual word and his entire fortune that no matter who might be in power, no matter how courts might decide, no matter how long financial stringency might continue in the land, Chicago was sure to meet its certificates of indebtedness, principal and interest, promptly as they fell due. He was known personally or by reputation to some of the Eastern financiers, and was not long in making himself known to others, and they believed in him and in the city he represented. His word to them was so well kept and his predictions were so well verified, that, some time later, when Chicago needed more ready money he raised half a million dollars among his associates in the city despite the fact that, in the interim, the courts had pronounced the much-discussed certificates to be illegal promises to pay, which the city might repudiate if it wished, though it is remembered, to its credit, by the whole country that it never did so. When Mr. Pearsons retired from the council a committee of citizens waited upon him and testified their appreciation, and that of the city of his effective work in this and other important matters during a period when he had held office with the approval and plaudits of his entire constituency, regardless of party affiliations.

At the time of his retirement from political life, he began to withdraw from busi-

ness and invested largely in choice residence property, principally in the North Division of the city, and beginning the erection of residences, became in time the owner of more than a hundred elegant houses and flats, all valuable as rental property. Although he has given away \$750,000 in charities, his fortune has been constantly growing, and is now very large. He owns extensive timber tracts in Michigan and several fine farms in Illinois, in addition to his valuable improved property in Chicago. Mr. Pearsons has been very prominent in many large local enterprises, and is now a director in the Chicago City Railway Company and in the American Exchange National Bank. He retains large monetary interests in other financial institutions, but has withdrawn from their active management, in order that he may be less hampered by business cares and have more time for the enjoyment of life.

As a philanthropist, Mr. Pearsons is entitled to more credit than he has yet received. In the dispensation of his charities he has pursued methods as admirable as those which have characterized his business operations. His giving has been quiet and unostentatious. He prefers to search out for himself the objects of his generosity, and has never yet donated a dollar in response to a request from an individual or institution, though he is constantly besieged by applicants for financial aid, to whom he gives nothing. When he renders any monetary aid it comes to the recipient, individual or corporate, in the nature of a surprise, and his bequests are always so framed as to induce other rich men to follow his example, and thus he has practically increased his generous gifts many fold. If he gives a certain sum to an institution, the donation is usually conditioned on a like sum being raised by others able to assist; and his money is given always for some specific object, as \$50,000 to sustain a professorship in one college, and \$100,000 to be loaned by another college to poor students at three per cent., and is so secured by judicious investment that it cannot be squandered should the institution which he seeks to benefit ever come under unwise management. Following is a partial list of his more prominent benefactions, all so invested that the beneficiaries are sure of a large and regular income. To Beloit College, \$200,000; to Lake Forest University, \$100,000; to Knox College, \$50,000; to the Chicago Theological Seminary, \$230,000; to the Presbyterian Seminary, \$50,000; to the Presbyterian Hospital, \$60,000; to the Young Men's Christian Association, \$50,000; to the Woman's Board of Foreign Missions, \$20,000; to the Drury College, Springfield, Mo., \$50,000; to the Colorado College, Colorado City, \$50,000; to the Yankton College, South Dakota, \$50,000; to the Fargo College, North Dakota, \$50,000; to the Whitman College, Washington, \$50,000; to the Pacific University, Oregon, \$50,000; and to the Art Institute, Chicago, \$15,000. He is also a constant contributor to most of Chicago's charitable institutions, besides assisting generously to found and maintain libraries in small towns, and dispensing almost constantly large sums in private benefactions.

In more ways than one Mr. Pearsons is not only a conspicuous citizen of Chicago,

but a remarkable figure among the wealthy men of our country. Though seventy-three years old he does not look more than five and fifty. His health is robust and his mind is wonderfully acute and active. He is always busy and possesses a magnetic power to make others think as he thinks and give their aid to the objects which engross his attention. He is an exceedingly well informed man, both by reading and by travel, for he has, accompanied by Mrs. Pearsons, traveled extensively, having visited all of the States of the Union and three times made a tour of Europe, spending the winter of 1890 in Egypt. While not a communicant of any church he has a deep reverence for the good that religious organization and influence can accomplish, and he is a regular attendant at the services of the First Presbyterian Church, and is also well known in other church circles. He has long been an active and most liberal member of the Chicago Historical Society. As a founder and an early president of the Sons of Vermont Society, he did much to further the objects of that organization, but beyond that he has had no desire for prominence in club life.

Mr. Pearsons married Miss Marietta Chapin, of the widely-known Western Massachusetts family of that name, a lady of many accomplishments and most charming manner and disposition, who has ever been in active sympathy with him in his well laid plans for doing good to mankind by apportioning out his money while he is yet alive, to see that it is used in accordance with his wishes. Thoroughly domestic in his tastes, the society of his wife and a few of the friends he really likes suits him better than more diversified and mixed social enjoyments, and he finds much comfort in his beautiful suburban home at Hinsdale. Most unconventional in manner, yet kindly and approachable, Mr. Pearsons manifests in his associations with his fellow-men that strong personal independence which is the result of his lifelong busy and practical life.

Edward Forman. To be well and favorably known in the mercantile circles of Chicago one must have been long a merchant, for many years identified with leading mercantile houses either by ownership or in some prominent and responsible capacity; and to be known as one of the promoters and managers of one of Chicago's leading houses in any line is to be widely known throughout the country, if not throughout the civilized world.

The great business house of Spaulding & Co., jewelers and silversmiths, Chicago, and Paris, France, is unique among mercantile establishments. With the success of this house Edward Forman, the company's secretary, has had much to do, having brought to bear upon its affairs an intimate knowledge of Chicago and the Western trade, gained from long and confidential connection with the old house of N. Matson & Co., which was for years a landmark in Chicago's mercantile center.

Mr. Forman was born at Nichols, Tioga County, N. Y., a son of Sands and Mary (Matthews) Forman. His father was born in Washington County, N. Y., in 1797, and became a well-to-do farmer. He died while the immediate subject of this sketch was

yet quite young. Miles Forman, grandfather of Edward Forman, who was also a native of Washington County, was a soldier in the Revolutionary War, and his name is recorded on the list of those who gallantly served the patriot cause. Mr. Forman's mother was born in Washington County in 1800 and died at Nichols, N. Y., in 1866. She was a member of a family well known and honored in her native State. Mr. Forman was educated in the common schools and at the New York Conference Seminary at Charlottesville, N. Y., and supplemented his schooling, as have so many successful men, by devoting some time to teaching in a district school. To this he attributes experience and discipline quite impossible to acquire in other vocations.

In 1857 Mr. Forman began his business career by entering the employ of Matson & Dickinson, at Owego, N. Y., the seat of justice of his native county. In 1863 he came to Chicago, continuing his connection with Mr. Matson here until the latter's death in 1887, his connection with him covering a period of more than thirty years. After the death of his old employer, Mr. Forman was made receiver, under appointment by Judge Gresham of the United States Court, to settle the business, and upon his success in that exacting and difficult task he was congratulated by the entire business public, and the creditors of N. Matson & Co. joined in signing and presenting him with a testimonial to the tact, efficiency, and unquestionable integrity with which he had carried the matter to a gratifying termination.

Upon the organization of the house of Spaulding & Co., in 1888, Mr. Forman became a director and secretary of that corporation. He is known as one of the oldest jewelry men in Chicago, having been so long and so intimately connected with the trade that his reputation extends to the farthest limits of Chicago's tributary territory. Since becoming a resident of Chicago, Mr. Forman has been prominent in everything tending to the enhancement of the interests of the general public or any considerable class of his fellow-citizens. When the Iroquois Club was being formed he was actively identified with its organization, and was elected one of the first vice-presidents of the club, representing the south division of the city, and held that office 1882-84. He was treasurer in the year 1885, corresponding secretary in 1886, and vice-president again in 1887. He is a member of the Chicago Athletic Association and of other popular organizations, including the Church Club of Chicago, which has a membership representing in many respects a higher order of Christian manhood than any other club in the country, and of which he was a prominent promoter and is now a director, and in the management of which he has ever been active and useful. Membership of the Protestant Episcopal Church is a requisite to membership of this club, and with Trinity Episcopal Church Mr. Forman has been identified for many years, and during the past six years as vestryman. Always a stanch Democrat, he has taken great interest in national politics, and has been an earnest worker in the ranks of the party, although never an aspirant for official honors.

Mr. Forman was married in 1871 to Miss Caroline Clarke, daughter of Henry B.

Clarke, one of Chicago's most highly esteemed residents, who came here in 1833, when the present World's Fair city was only a big village, and who died of cholera in the epidemic of 1849, after having seen the beginning of the unexampled development which now promises to make this the grand continental metropolis.

Lloyd Milnor. No matter how unfavorable the outlook in life, or how little encouragement is received, there are some who will succeed in whatever they undertake, while others, placed in the same position, will give up in despair. Truly it is not always that "circumstances make the man," for the career of Lloyd Milnor is a shining example to the contrary; and there is no one who envies the success he has achieved because his indefatigable toil and hours of patient thought and labor have brought about a just reward. He belongs to that army of intelligent, persevering, courageous people whose attributes of energy, thrift, perseverance and integrity have been the stepping stones to the success they now enjoy, and that his life has been a useful and highly honorable one can not be denied. He owes his nativity to the city of Baltimore, Md., where he was born in 1856, his parents being J. N. L. and Susan Johns (Semmes) Milnor, the former of whom was for many years one of the leading merchants of the Maryland metropolis. His death occurred in the city of New York in 1873, but his widow, who was born in Charles County, Md., is now a resident of Baltimore. She is a first cousin of Raphael Semmes, of Confederate naval fame. The paternal grandfather of Lloyd Milnor was Joseph Kirkbride Milnor, a native of the State of New Jersey, and who for many years was an extensive importer of Chinese merchandise and the owner of a mercantile house in China and also one in the city of New York.

Private schools of Baltimore and New York City afforded Lloyd Milnor with educational facilities up to the age of sixteen years, at which time he left school to enter the employ of the banking house of Morton, Bliss & Co., of New York City, with which firm he remained for five years. For about four years thereafter he took a deep interest in city politics; was secretary to Mayor Smith Ely, Jr., and to his successor, Mayor Edward Cooper (he was the mayor's marshal), son of the noted philanthropist, Peter Cooper, and while thus employed acquired an extensive acquaintance with the leading politicians of the city and became thoroughly familiar with the workings of city politics. He became a member of the famous political organization, Tammany Hall, which has done so much to control, not only the politics of that State, but also that of the nation at large, in which he was an active worker for some years. At a later period Mr. Milnor became an employe of the firm of Moses Taylor & Co., which was one of the oldest and most substantial mercantile houses of the city and which had a continual existence for a period of fifty-six years, and remained in their employ for nine years, or until the house was closed in 1889.

In 1890 Mr. Milnor came to Chicago, and from that time has been and is treasurer for the famous jewelry firm of Spaulding & Co., and is now, in connection with Mr. Edward Forman, manager of the interests of this firm in this city. Mr. Milnor



Benjamin J. Rosenthal

came to Chicago with the intention of making a success, the extent and solidity of which should warrant a permanent residence here; and how well he has prospered may be seen by the confidence which is reposed in him by his associates and by the numerous friends he has gathered about him in business circles. He has proven an acquisition to the city, is an active laborer for the interests of Democracy, and is a member of the Chicago Athletic Association. In 1886 he was married to Miss Gertrude L. Palmer, a native of Connecticut and a daughter of F. E. Palmer, a prominent coffee and tea merchant of the city of New York. To their union have been born two children, Dorothy Semmes and Joseph Kirkbride.

Benjamin J. Rosenthal. In writing of a young man, a native of this city, who has accomplished the work of a lifetime in less than a decade and a half, we may inquire into the influences, natural or artificial, which governed him and led him, step by step, from the schoolhouse to the Board of Education, and, simultaneously, from the position of messenger boy in a large wholesale house to the principalship of a great retail firm. Chicago, of course, presented the opportunity for his phenomenal progress, as it did to a thousand of his contemporaries in age and experience. He simply grasped the opportunity while others dreamed, and with a spirit of enterprise born of confidence in himself, raised himself from the position of an employe to that of an employer, his career being marked by reason, justice and experience, and his character by kindness and courtesy.

Benjamin J. Rosenthal was born at No. 44 West Randolph Street, November 5, 1867. His parents, Herman and Sarah Rosenthal, came to Chicago in the early fifties. Herman was the president of the Philadelphia Carpet Company. The youth received his education in the public schools of the city prior to the summer of 1880. At that time he ceased to be a schoolboy, and entered commercial life as a messenger boy in the millinery house of A. S. Gage & Co. His natural adaptability to mercantile life was soon recognized, and within a period of eight years we find him principal salesman of the house and a general favorite with the firm and employes, enjoying the thorough confidence of all. That such a man, possessing all commercial attributes, would seek a place in society where he would be the director was natural, and his ambition in this direction was not concealed. The time came at last, for in 1888 he associated himself with Louis M. Stumer and Louis Eckstein, and opened the great millinery store known as "The Emporium," at 152 State Street. From the beginning the partners showed their genius in trade, for they brought into existence the most extensive retail millinery store, not only in Chicago, but also in the entire world, raising it immediately to a house, the transactions of which are valued at \$500,000 annually. Apart from this Mr. Rosenthal is interested in two dry goods stores on State Street. He is vice-president of the Philadelphia Carpet Company, the largest retail carpet concern in the West, and he is the originator as well as director of the American Restaurant Company. His thorough acquaintance with business affairs

and commercial methods, and his patience and affability render his manifold duties not only tolerable but agreeable. The various departments of his business interests are so well organized that by his supervision work is reduced to a minimum, and thus he is enabled to give to social and public concerns much of his time. We find him a member of the Lakeside, Phoenix, Jeffersonian and Iroquois Clubs, not a mere figurehead in these organizations, but an active, earnest clubman.

Though a follower and believer in the old Hebrew doctrine, he never permits his religion to enter the realms of commerce or politics. Liberal and just in thought and action, he is as great a favorite in Christian circles as he is in Hebrew associations, and in all respects portrays the Chicago business man in his best and highest form. In benevolent affairs he is one of the munificent friends of the Michael Reese Hospital and of the German Relief Society, as well as a strong friend of the Young Men's Hebrew Charity Association. His worth as a citizen was recognized July 1, 1894, when the popular mayor of the city, J. P. Hopkins, appointed him a member of the Board of Education. Educated wholly in the public schools, he has taken a very deep interest in education, knows its value to the masses, and aims to make it more useful and substantial than it is even to-day. In his appointment Mayor Hopkins exercised a wise discretion, for he called to the administration of one of the most important departments of the city government a man like himself, just and equitable in public and private dealings.

His marriage with Miss Hannah Stumer, daughter of Michael Stumer, of Chicago, took place January 1, 1891. To them one child, Gladys, was born March 8, 1892. Mr. Rosenthal's public spirit is acknowledged, his victories in the commercial life of Chicago undoubted, and the circle of his warm, personal friends extended. He is practically the maker of his own fortune, and a representative of what is brilliant in the young mercantile class of his native city.

Hugh Ervin. The family of Ervin, of which Hugh Ervin, financial manager of the firm of Strassheim & Jaeger, manufacturers of and dealers in wooden and willow ware and wholesale grocers, at Water and La Salle Streets, is a representative, is of Scotch-Irish origin. The grandfather of Mr. Ervin, Hon. Hugh Ervin, of Macomb, McDonough County, Ill., was born in Virginia in 1808, and coming to McDonough County in 1830 was one of the pioneers of that part of the State. His son, William M. Ervin, married Henrietta Berry, a native of Quincy, Ill., but a descendant of an old Southern family, though her mother, Abigail Howland, was a descendant of the Howlands who came over in the "Mayflower." William M. Ervin is now a resident of Chicago and is engaged in the real estate business, though he was formerly a resident of Macomb, Ill., and there Hugh Ervin was born March 4, 1864. After acquiring the rudiments of an education in his native town, young Ervin removed to Chicago with his parents in 1872. Until 1877 he was a student in the Brown public school. He then entered the employment of Franklin MacVeagh & Co., and remained with the

house for two years. At the end of that time he became assistant bookkeeper for Steele, Wedeles & Co., and after spending about two years in their employ he went to the freight auditing department of the Chicago & Northwestern Railway, where he was employed for four years. His next position was with the firm of Gray, Kingman & Collins, wholesale grocers, with which he remained until they went out of business. During the past four years he has been identified with the business of Strassheim & Jaeger, and has risen to be financial manager of the concern in recognition of his superior ability as a business man. He was married May 15, 1888, to Miss Victoria Jaeger, daughter of Philip Jaeger, who has been a resident of Chicago since 1856. To Mr. and Mrs. Ervin have been born two children, William J. (March 25, 1889), who died March 27, 1891, and Anna Louise (February 24, 1892). Politically, Mr. Ervin is a Republican. He is a charter member of Northwestern Council No. 232, of the National Union.

Bernard F. Weber. On the discovery of the New World by Christopher Columbus, in 1492, the overcrowded Old World found a place for her surplus population in the New, and hither all classes immigrated. Later, when the United States won her independence from Great Britain and established laws guaranteeing equal rights to all, regardless of previous privileged or class standing, an added impetus was given to the settlement of this country. Here all nationalities stood on an equal footing, and prosperity, invariably the result of industry, waited on the citizens of the new republic. To no class of people is the United States more indebted for her present magnificent place among the nations than to the sturdy, steady and honest Germans, who combined that rare, true worth of indomitable energy with sterling integrity. From such stock has sprung the subject of this sketch.

Bernard F. Weber was born January 6, 1853, in Lake View, which is now a part of the city of Chicago, and is a son of Michael and Anna M. (Baer) Weber, who in 1852 came from Germany and settled in Lake View, Ill. The father purchased a farm here and followed agricultural pursuits until his land became too valuable for agricultural purposes, when he sold a portion of it and practically retired from active commercial life.

Bernard F. Weber received his early scholastic training in the public schools of Cook County, and later took a course in Dyrenforth College, of Chicago, from which he graduated in 1869. Soon after leaving school he went to work in the office of Knauer Brothers, who were engaged in the real estate and loan business. He continued with them till the fall of 1873, when he commenced business for himself under the firm name of Blumenthal, Miller & Co., Mr. Weber being the junior member of the firm. Later the senior member of the firm retired and it became Miller & Weber, which style was continued till April, 1880, when Mr. Miller was succeeded by Godfrey Schmid, and the style of the firm was changed to Weber & Schmid. Another change in the firm name was made when Henry P. Kransz bought out Mr. Schmid, and Ber-

nard F. Weber & Co. are now doing an extensive real estate and loan business, being generally recognized as one of the principal firms on La Salle Street. For the past ten years Mr. Weber has confined his operations in real estate almost exclusively to his own property. He is frequently consulted on real estate values in Chicago and Cook County, and there is probably no man in the city who can give a more accurate and thoroughly reliable opinion. This fact has doubtless had much to do with his business success, as his continuous operations in this branch of trade have made him an expert on the values of Chicago real estate. During the past five years Mr. Weber has also been engaged in the brickmaking business under the name of The Weber-Labahn Brick Company, of which he is president. The yards of this company are located in Evanston City and in Jefferson township, where they employ 200 men and are able to turn out 250,000 brick per diem. He is also interested in other minor business enterprises, to which he is able to give but little of his personal attention, owing to the more important public and private matters he is compelled to look after.

Mr. Weber combines those rare attributes of a shrewd man of affairs with the affable politeness of a true gentleman. Quick to observe, keen to analyze, his friends are legion. Before Lake View was incorporated as a city his popularity caused his election for two terms as one of its trustees, and was then for the two succeeding terms elected assessor. After the incorporation of Lake View as a city, he served for two terms as an alderman, and when that city was annexed to Chicago he represented the twenty-sixth ward in the Chicago Council for two terms, during which time he was chairman of the Committee on Streets and Alleys North, and a member of the Finance Committee. In 1894 he was appointed election commissioner by Judge Scales, but only served for a short time when he resigned to accept, at the hands of Gov. Altgeld, an appointment as a member of the Lincoln Park Board. He was offered the chairmanship of the board, but declined the honor, and accepted the chairmanship of the Committee on Finance and Boulevard Extension. His policy is, and will be, not only to extend the boulevards but also the park proper, to Evanston, if possible. The principal reason Mr. Weber accepted this position was to aid the Governor, as far as possible, in carrying out his idea of park extensions, and there is no doubt the Governor made a wise selection in choosing him, as his remarkably successful business career is a guarantee for his ability, to carry out public improvements.

In 1879 he was elected to represent the old Seventh Senatorial District in the General Assembly of Illinois, and in 1881 he was re-elected to the same position.

Mr. Weber was married in October, 1884, to Miss Annie M. Kransz, daughter of Nicholas Kransz, now the oldest living settler of Lake View. Mr. Kransz came to this country from Germany in 1845, and immediately located in Lake View. For a good many years he was connected with the American Insurance Company, and is a



Peter Smith

well-known and highly-respected business man. Mr. and Mrs. Weber have been blessed with three children: Clarence J., Cassius M., and Cressida. They have an elegant home, and it is the ideal one of happiness and comfort. Mr. Weber was a member of the Iroquois Club until July, 1894, and is at the present time a member of the Waubensee Club. He is generous, high-minded, and on the whole just the kind of a man one likes to see succeed in the world.

Peter Smith. In considering how indispensable the great West has been to the making of Chicago, special consideration is due to those men who, in their enterprises centering in Chicago and covering its tributary territory, afforded the means of communication by which the trade and commerce of the West were brought to Chicago and the influence of Chicago's progress and civilization was carried to the West, the Southwest and the far Northwest. Such an emissary of commerce and development was the late Peter Smith.

Mr. Smith was born in County Tyrone, Ireland, June 8, 1834, and when about eighteen years of age came to the United States, locating in New York and found employment in a railroad office.

In 1853 he came to Chicago, believing that the new and growing city by the lake would afford him opportunities for advancement, which were not open to him in New York. He engaged in general merchandising in this city in a small way, for his capital was limited, and was so successful that by the time the Northern Pacific Railroad was constructed he was enabled to establish a number of stores at favorable points along its line, from the profits of which he in a few years gained a small fortune.

He became interested in the granite trade with quarries at Grindstone Island, and supplied large quantities of stone to Chicago for building and paving purposes. His next important investment was in ranch property in Utah and in Wyoming Territory, and some of his operations, notably those on Bear River, were heavy and profitable.

At the time of his death in 1893, March 19, at Hot Springs, Ark., after three days' illness of acute pneumonia, Mr. Smith was president of the Strauss & Jandorf Shoe Company. He left large real estate interests in Chicago and others no less important at different points in the West. Mr. Smith was a great lover of fine horses, and at different times owned magnificent specimens.

Since 1853, for forty years, he had been a resident here and had extended his enterprise far out into Chicago's almost boundless tributary territory. He was one of those sturdy builders of the city and conservators of the city's greatness whose works constitute their best and most enduring monuments.

A Democrat in politics, a Catholic in religion, a public-spirited and helpful citizen, generous toward every worthy cause, he was closely identified with the leading interests of Chicago and the West, and was in many ways potent in their upbuilding and development.

On the social side Mr. Smith was somewhat prominent as a member of the Iro-

quois and Washington Park Clubs and otherwise. He was married in 1882 to Miss McMahan, daughter of John McMahan, one of Chicago's old and most prominent contractors. Mr. McMahan came to the town at an early day, and like Mr. Smith witnessed its growth into one of the world's great cities. Mrs. Smith resides at 2237 Michigan Avenue.

P. F. Pettibone & Co. If experience from boyhood in a given business in its best aspect and in its widest field is essential to success in that line, the founders of the house of P. F. Pettibone & Co. entered their chosen field rich in such capital, to which they added those other requisites, upright character, wide acquaintance, good business reputation, and unbounded determination to succeed. Brown, Pettibone & Kelly, printers, lithographers and engravers, and public office and counting-house stationers and blank book makers, organized early in 1881, and began business in the Honore building on Dearborn Street. For nearly the whole of their business lives the members of this firm, Thomas H. Brown, Jr., P. F. Pettibone, and James P. Kelly, had been connected with Culver, Page, Hoyne & Co., than whom no manufacturing stationers in Chicago had up to that time been more widely and favorably known. For sixteen years Mr. Brown had been the sole buyer, and during most of the time the manager of the merchandise department; Mr. Pettibone had occupied various responsible positions during a period of eighteen years, giving special attention to the business of the manufacturing department and to the requirements of county offices, banks and other large consumers, and Mr. Kelly had been for nearly ten years at the head of the city retail department, and they brought to their enterprise a combination of experience seldom equaled in a new firm, and as a result their venture was a pronounced success from the outset. In the spring of 1885 Messrs. Brown and Pettibone purchased the interest of their partner, Mr. Kelly, and the firm became known as Brown, Pettibone & Co. Mr. Brown died in 1885, and the firm continued under the old name until February, 1889, when Mrs. Brown, the widow of F. H. Brown, Jr., became a special partner, and the style of the house was changed to P. F. Pettibone & Co., and it has since been so known. The firm removed to its location at 80 and 82 Adams Street in the spring of 1888. It is now established on Jackson Street with its manufacturing department on Desplaines Street. The concern is considered one of the most important of its kind in Chicago. It carries an extensive stock, has a well-appointed plant in its every department, and is doing a large and annually increasing business. Ever since its establishment the company has grown constantly in public favor, and its blank books and general supplies are to be found throughout the West, Northwest and South. While it does not claim to be the largest manufacturer of stationery in the trade, its operations are sufficiently important to entitle it to a place in the front rank of houses of its class in the West. Its establishment is centrally located and is equipped with every machine and device used in printing and in the manufacture of blank books and office and other stationery, and affords employment to more than a hundred skilled workmen.

Thomas H. Brown, Jr., the senior founder of this enterprise, was born in New York City, October 4, 1843, and was killed by an accident at Putney, Vt., September 3, 1885. For more than thirty years he had been connected with the stationery trade. After several years of experience in New York, in 1864 he accepted a position with Culver, Page & Hoyne, and removed to Chicago. After sixteen years of most important service in that connection, and a year again in New York, he organized, in 1881, the present business. In the earlier portion of his career, he had to do more with the selling side of the business, and had an extensive acquaintance with the retail trade, especially in the South and West. Later on, his relations were more directly with Eastern manufacturers and importers, where he was widely and favorably known. He possessed an enthusiasm for his chosen line of business seldom encountered outside of professional life. No other branch of trade seemed ever to attract him. Anything relating to stationery was sure to command his interest, and he was justly regarded as an expert in the stationery trade. As a man of business he possessed executive ability of a high order, remarkable technical knowledge, tireless energy and industry, and unflinching devotion to duty. In business intercourse he was kindly, affable and sympathetic, and in personal character, above reproach.

Mr. P. F. Pettibone, the eldest son of Rev. Philo C. Pettibone, who was for thirty-five years known in Northern New York and in Wisconsin as an able and devout clergyman of the Congregational Church, and who died in Chicago in 1871, was born in Mercer County, Pa., April 28, 1841, and was taken when an infant to Fitchburg, Mass., and later removed with his father's family to Northern New York. He was partially prepared for college at Potsdam, N. Y., and in 1856 came West and located with his family in Wisconsin. In 1858 he entered Beloit College and graduated from that institution in 1862. He came to Chicago during the following year and entered the employ of Culver, Page & Hoyne, with whom he remained, as has been stated, until 1881. He is a practical man in all the details of the stationery business, and his enthusiasm in the development of his house and in the introduction of every innovation that promises to bring added success is no less noteworthy than was Mr. Brown's. Since the death of the latter, the management of this important and rapidly-growing business has devolved upon Mr. Pettibone, who is known to the stationery trade throughout the country, and than whom there is no man in Chicago better acquainted with the requirements of county offices, banks and other extensive users of blank books and office stationery generally. Under his competent supervision the house is rapidly gaining in popularity everywhere, and possessed of ample capital and experience, a desire to please and to add to laurels already won, with facilities for buying unexcelled, ample manufacturing accommodations, a splendid record for promptness and fair dealing, and a pleasant, well-lighted salesroom, it is a formidable claimant for public favor. Mr. Pettibone enjoys the distinction of combining literary ability of a high order with business qualifications, which have made him more than a success,

As a writer he is prolific and graceful, and as an occasional orator, witty and forcible. His eminently practical and semi-humorous speech, delivered before the United Typothetæ of America, at Lexington, Ky., in October, 1891, has been widely reprinted and still more widely quoted, and he has at various times made contributions to the literature of printers and stationers which would fix his status as a writer of practical insight and no mean talent, even had he not written other literary matter which has attracted attention.







A. A. Cable

CHAPTER XIII.

DISTINGUISHED RAILROAD MEN.

Ransom R. Cable. Ohio is sometimes half-jokingly referred to as a hot-bed for forcing the growth of statesmen. Statesmen produced under conditions like those implied might grow high enough to be conspicuous, but they would lack stability in the trunk sufficient to account for their long and sturdy life. Ohio statesmen are not plants that break off under the force of the first adverse wind. They are as sturdy as the oak and the conclusion is inevitable that their growth is healthy and natural and of the character to insure longevity. Ohio has given to the United States also some of its greatest business men, men who have come to the front at the head of great enterprises in all parts of the country, have staid with them, to use a common expression, and have achieved for them success out of threatened defeat and made them known everywhere. A soil that produces such men is a good soil. The conditions amid which they are born, grow up and develop are the right kind. The proof of the pudding is always strongest in the eating. The products of Ohio have been tested—the human products as well as the others—in about every profession and business. Chicago has many of these shrewd, tactful and signally successful Ohio men, and one of the chiefest among them is Ransom R. Cable, president of the Chicago, Rock Island & Pacific Railway Company, who was born at Athens, that state, September 23, 1834, and is a son of Hiram and Rachel Cable, who were among those earlier pioneers of the Western Reserve, or Northwest Territory, who endured the hardships and encountered the perils attaching to the settlement of a new country. At that time that section was not yet wholly freed from the occupancy of Indians, who had but a short while before contested the right to the soil with the white man, who was to develop there that high condition of civilization of which the Indian was incapable. In the sons of this pioneer couple is found evidence of the pluck, perseverance and intrepidity, combined with good common sense, with which the fathers of the last two generations upon this continent were endowed.

Mr. Cable was favored, as were all the descendants of the earlier pioneers, to whom the school was scarcely less important than the church, with a good common-school education, which in those days combined a thorough drilling in the three essentials of a practical education, reading, writing and arithmetic, sometimes facetiously called "the three R's." At the age of twenty-two, yielding to a desire to see something of

the West, he came to Illinois, but was induced soon to remove to Iowa, where he remained but two years, however, before superior claims of Illinois impelled him to return. At this time Illinois had received an impetus foreshadowing the remarkably rapid growth and development which has since been realized, and with which, since 1857, Mr. Cable has been prominently identified. Becoming interested in its mineral resources, he devoted much time as an engineer to the development of the coal mines in the vicinity of Rock Island, and through this connection he became interested in the affairs of the Rock Island & Peoria Railroad, and was elected, first, its superintendent, then its vice-president, and subsequently president. He was also elected president and general manager of the Rockford, Rock Island & St. Louis Railroad, and in 1876 a director of the Chicago, Rock Island & Pacific Railway. Subsequently he was elected vice-president, and in 1880 president of the last mentioned road, which position he has held to the present time, to the satisfaction not only of the directors and stockholders, but as well of an exacting and oftentimes unreasoning public. He has, in the hot rivalry for business, come in contact with the leaders and managers of the largest railway systems of the East as well as the West, including some of the brightest minds of the nation, and has been successful in sustaining the interests of the Chicago, Rock Island & Pacific road under all circumstances. Under the administration of Mr. Cable the mileage of the system, now one of the largest in the West, has been more than doubled. The road now has nearly 3,500 miles of tracks extending through eight different states, and in its management nothing in the way of improvement calculated to add to the comfort or safety of passengers, or of economy of operation by means of labor-saving appliances, is permitted to escape the notice, examination and adoption of its vigilant and public-spirited president.

In the enjoyment of good health, possessing a clear head, a perfect knowledge of the conditions surrounding the vast property of which he has been for so long a time in control, and the confidence of the public and of the financial and railroad world, it is needless to say that Mr. Cable is a typical Chicagoan, and a man whom not only Chicago, but the West, delights to honor. He is in all essential respects a self-made man, and his associates and subordinates delight to honor him as such. His character is strong and in every way admirable. Its most prominent features are decision and stability. He quickly decides upon a course of action and adheres to it with a tenacity that goes as far as any one thing to insure the ultimate success of the issue depending upon it. The public knows Mr. Cable as an eminent railway official and a most able manager of great corporate concerns. There is a domestic side to his character, of which the public know little and see nothing. He is a lover of home and all the priceless blessings it contains. To him wife and children are more than all else, and for them all else is. He has been twice married, and has had four children, all of whom are living. His first wife was a daughter of Benjamin Stickney, a retired banker of St. Louis, Mo. His present wife was Miss Jane S. Buford, daughter of James M. Buford, a banker and capitalist of Rock Island, Ill.

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W. G. Rudy

Warren Grafton Purdy. Transportation has almost become a science, and certainly it has become an art in the last half century. The men to whom this is due are, many of them, now living, and the department in which this vast development has most largely arisen, is that of the railway. The public has become so familiar with the legends "Rock Island Route," "Lake Shore Line," or "Union Pacific System," and the like, that it is wont to forget that a half century ago these great systems had no existence, and in many of them are leading officials who have been the monitors of all their marvelous extension and development almost, if not quite, from the beginning. Such is the case in the career of the well-known Chicagoan, Mr. Warren Grafton Purdy, the second vice-president of the great Chicago, Rock Island & Pacific Railway system. Mr. Purdy is a Baltimorean, and a man in the prime of life. John and Louisa A. Purdy were living in that Maryland city on the Chesapeake on May 20, 1843, when their son, Warren Grafton, was born. At that date none of the great railway lines, in whose service he was to enter, were in existence. He was a boy of but twelve years, attending the public schools of Baltimore, when the first tracks of the Illinois Central Railway were laid in Chicago to let the Michigan Central trains reach the heart of the city. He was only that age, too, when the Rock Island Railway began putting into effect its newly declared policy of becoming a great trunk line with Chicago as its eastern terminal, for its first incorporation had been made only six years before, when he was but six years old.

During the next few years young Purdy was devoting himself to the course of the high school, which has since become Baltimore College, and, during the year 1859, was graduated therefrom at the age of sixteen. This was a rather youthful age for the young Baltimorean to undertake to seek his fortune in the West, but that was his determination.

Choosing Chicago as the scene of his career, he removed thither and entered upon what has proved to be a career of almost thirty-five years in connection with railway transportation. There were some incidental changes in the earlier part of it, but all his positions have been characterized by the greatest responsibilities, requiring comprehensiveness of view, wisdom in judgment, and skill in organization, with an abundant capacity for details.

He was first employed in the service of the Illinois Central Railway, as clerk in the store-rooms of its shops. After four years in this position, and when he had barely reached his twentieth year, he accepted a better offer at St. Louis from the Ohio & Mississippi Railway. This service was of brief duration, however, for the exigencies of the Civil War called his particular talents into requisition in the quartermaster's department at Chicago, where he became assistant when he was not quite twenty years of age. The active years of war, from 1863 to the disbanding of troops in 1865, occupied him to the fullest extent as chief clerk of the district, with offices at Camp Douglas. A section of the army was still engaged in desultory warfare in

various parts of Texas, and the department was removed to Brownsville, that State, where Mr. Purdy was in charge until the close of hostilities.

At the first of the year 1867, a young man of but twenty-four years, Mr. Purdy was unusually well equipped for such a position and was called to become the general book-keeper in the general offices of the Chicago, Rock Island & Pacific Railway at Chicago. This was the beginning of a long service of twenty-seven years in the employment of this great system, in positions of the greatest responsibility and of successively increasing importance, a fact that is all the more significant when it is considered that these were the years of the formation of the vast system from its original plain trunk line to the present ramifications of nearly 3,700 miles of track.

From his position as general book-keeper he was promoted to that of cashier, later to the local treasurership, and finally became secretary and treasurer. After two years in the latter position he was elected to the position of second vice-president, in 1887, in addition to these duties. These facts speak for themselves of the value that the leaders of this great system place upon his abilities.

In fraternity life also Mr. Purdy has had an eminent career. Becoming a member of the Masonic order in Blair Lodge in 1864, he was soon made its secretary and had passed the various degrees so rapidly that three years later he was first lieutenant commander of the Chicago Consistory. By his twenty-eighth year he had entered the thirty-third and highest degree of Masonry as, no doubt the youngest man upon whom the degree was ever conferred. He has been very active in the operations of the Knights Templars of Chicago, serving as treasurer of Apollo Commandery, No. 1, in 1879; becoming a charter member in the organization of Montjoie Commandery, No. 33, and its eminent commander for three successive years, and acting as adjutant-general, and one of the members of the executive committee which made the triennial conclave in Chicago so successful.

Mr. Purdy's remarkable administrative abilities led to his election as lieutenant-colonel of the Second Regiment, Illinois National Guards, in 1885, a position he held for four years, and then declined further service. He has also long been a member of the well-known Union League Club, in which he is a member of the board of managers, and is an active member of the Social Club of Kenwood, the section of the city in which his residence is located.

Mr. Purdy has had a married life of nearly thirty years, as he was united in matrimonial bonds to a Chicago lady, Miss Acca L. Colby, on the 13th day of March, 1865, when he was but one year beyond his majority. Of the four children which have blessed this union, Ella Francelia, Warren Frederick and Bertha A., are at the Kenwood home, while the eldest, William A., fills the responsible position of paymaster of the Chicago Rock Island & Pacific Railway.

David G. Hamilton. Few names are more historic than that of Hamilton, connected as it is with the colonial history of the country, and with those stirring times

of 1776, when Sheriff Hamilton of Lancaster County, Penn., drove the Palatines to arms in defense of their adopted country, and the contemporaneous period when the political world rang with the honored name of Alexander Hamilton, to the constantly recurring periods during the past two centuries when the name of Hamilton has been associated with all that was prominent in botanical, philological and political science.

David Gilbert Hamilton, the subject of this sketch, was the eldest son of Polemus and Cynthia (Holmes) Hamilton, and was born at Chicago, January 10, 1842. His father was one of the early settlers of Chicago, having reached the then village in October, 1834, entering at once upon the active pursuit of his trade, that of a carpenter, erecting some of the first balloon frame houses ever erected here, and from that time forward being closely identified with the building interests of the city. He was the son of a pioneer family of Erie County, N. Y., and was born in Wales, Erie County, May 30, 1813. He was married in 1836 to Miss Cynthia Holmes, of Erie County, who came to Chicago in 1838, and remained until her decease, in 1872. The ancestors of both the grandparents of the subject of this sketch were well known throughout the colonies when the tocsin of the Revolution was sounded, and the Hamiltons and the Holmeses were among the first to respond to the call to arms, and the records tell of their faithfulness and bravery; while again the grandparents made the names of both Hamilton and Holmes conspicuous for their patriotism in the War of 1812. The Hamiltons are descended from the ancient North of Ireland family of that name, while the Holmeses are descended from the English who settled in Ireland about the middle of the seventeenth century.

The Gilbert family, an historic name in the Eastern States, became connected by marriage with this branch of the Holmes family, hence the patronymic, Gilbert. Polemus, father of David G., was but twenty-one years of age when he came to Chicago. He found a wild frontier village with a heterogeneous population which rendered the appellation, "wild and woolly West" highly appropriate. He found log cabins, and he began building frame houses, and with his best energies labored for more than a half century to build the city which is not only the pride of the West, but of the world. With his good wife he witnessed the metamorphosis from log to frame, from frame to brick and stone, and before his death, in 1891, had seen the one-story dwelling or mercantile establishment of his early days supplanted by the twenty-story steel skeleton frame, with stone, brick or terra-cotta veneer, costing from one to four millions of dollars, and sufficiently capacious to accommodate the business wants of a thousand merchants under one roof. He lived to assist in building lordly piles, which, in but a few years, were to be torn down to make room for palaces; to see the small mercantile trade, which was confined to two or three blocks along the river bank, expand until a city of 184 square miles and numbering a population of nearly 2,000,000 had become the pride of the nation and the chosen location

of a vast Columbian Exposition at which all the nations of the world were represented. Mr. Hamilton resided from 1838 to 1854 on Clark Street, near the present court house, and from 1854 to 1868 on Dearborn Street, where now the great Manhattan block rears its lofty head of eighteen stories; and from 1868 to 1891 on Washington Boulevard.

He continued to carry on the work of a building contractor until the great fire of October, 1871, swept away so large a portion of the city. Not his to idly weep over the loss, but with the energy and faith of a true son of Chicago, before the smoke of the ruins had ceased ascending, he had begun the work of rebuilding. By July, of the following year, the four-story stone front building at 126 Clark Street stood complete as a monument of his enterprise and energy. It is recorded that his talents were not confined to house building, but that he assisted in the construction, in 1834, of the first vessel built in Chicago. But in speaking of his ancestors we are likely to forget the subject of our sketch, while still the influence of heredity is not to be underestimated in forming a correct opinion of a worthy character. David G. attended the private schools of Chicago and entered the High school whence, in 1862, he graduated to enter "Asbury" University (now known as De Pauw), where he took a full course and graduated, in 1865, with honors and the degree of A. B., which, in 1867, was supplanted with the degree of A. M. Returning to Chicago, he graduated with the class of 1867 in the Law School of Chicago University. He was during the same year admitted to the bar of Cook County, and established an office in his father's Clark Street building, where, with the exception of the fire period, from October, 1871, to July 30, 1872, he practiced law for twenty years, giving particular attention to the examination of titles, managing real estate properties and trust funds, and negotiating loans and investments. From 1868 to 1871 Mr. R. K. Swift was associated with him as a partner in the last mentioned professional business. In 1885, being largely interested in the Chicago City Railway Company, he was elected a director, and served in that capacity for six years. He was always known as one of the progressive members of that company, and one who aimed to keep it in advance of the times and the demands upon it, rather than as a laggard. Mr. Hamilton is to-day president of six leading street railway companies of St. Louis, Mo., president of the National Railway Company of Chicago, and a director in the Union Mutual Life Insurance Company of Maine. He is also manager of the Utica Cement Manufacturing Company, one of the largest industrial concerns of its kind in the North, while he handles the local real estate interests of several foreign insurance companies, so fully is his experience recognized and his integrity relied upon.

While strictly a Chicagoan by birth and aspiration, and proud, not only of his native city but of the part which his parents and himself have taken in its growth and upbuilding, he is thoroughly cosmopolitan in his views, and New York, San Francisco, St. Louis and other cities of the nation impartially receive his investments so far as



B. Thomas

they give promise of reasonable dividends for the capital invested, believing as he does that in this broad land of growth, progress and development, no portion may claim undue premium for safety, but that the wings of peace and prosperity assure to all parts of the land a mighty development and a noble future. Naturally conservative, while not pessimistic, he is accounted one of the ablest business men and astute lawyers of our proud city of the lake.

Mr. Hamilton is a Republican in politics, and has been such from his early boyhood. It is the party of his own days. It came up when he was but fourteen years of age, and he has seen it grow and flourish and under its ægis the United States prosper and become the greatest nation in the wide world, while Chicago becomes, for a year at least, the world's camping place.

Mr. Hamilton is a Mason of the thirty-second degree. He also holds a high position in the Commandery and other Masonic bodies. He is a member of the Union League, Chicago and Washington Park Clubs, a patron of charitable and benevolent institutions, and a friend to every cause which gives promise of hastening Chicago on to perfection in all things. His interest in education is exemplified by his trusteeship of the University of Chicago. He was married in December, 1870, to Miss Mary Jane, daughter of Dr. Lyman Kendall. This lady, a native of Montpelier, Vt., came to Chicago with her parents in 1857. They are the parents of two children, Bruce and Adelaide, and are members of the Baptist Church. Mr. Hamilton has passed the fiftieth milestone of life, and born in Chicago he has been no idle spectator of the city's progress. While his profession did not call upon him to labor for its growth in the same channel as that for which his father was distinguished, he has yet given direction to enterprise in other channels no less beneficial and promotive of growth, some of which would have been thought marvelous, if not incredible, to the people of but a decade ago, adding material wealth and increasing the general prosperity.

Benjamin Thomas. This gentleman has shown his superior executive ability and general business capacity for railroad work by his steady and rapid promotion. He is now president and general manager of two extremely complex railway systems within the city limits of Chicago. In recent years, when there is so much strife among railway corporations for commercial prominence and supremacy, it is no holiday task to advance successfully the multifarious interests that spring up from new conditions in railway transactions. The railway manager must be like the successful checker player—able to understand in all its details the shifty movements of his opponent. He must be able to take such a comprehensive view of all the conflicting interests of his system, and of all others which in any way oppose his own, that he can tell at a glance the bearings of any general order, not only upon his own railway organism, but upon all others which in any serious degree are endeavoring to advance adverse claims. To do this successfully he must be deep-minded, must thoroughly understand the intricate details of modern railway movements, must be able to weigh accurately

every opposition, and must be an executive of great power. Such an officer and such an executive Benjamin Thomas has proven himself to be.

He was born in Towanda, Bradford County, Penn., in 1841, and was reared on a farm. His parents were Benjamin and Jane (Savage) Thomas, the former of Welsh and the latter of Irish descent. The father was a native of Cooperstown, N. Y., who for many years followed the trade of hat manufacturing, at which he was skillful and successful. The mother was a native of Vermont, and traces her lineage to the family of the same name in the north of Ireland. Both possessed more than ordinary intelligence and passed lives of respectability and usefulness.

Their son Benjamin, who was named for his father, attended the public schools until the age of fourteen years, at which time the family moved to Newark, N. J. While here the subject of this sketch learned to telegraph, but later gave this up temporarily to enable him to attend the Lyceum in Jersey City. He became proficient in Latin and mathematics, and after a time attained such a mastery of these branches of learning that he was given free instruction and board to teach classes in these studies. He pursued his course of instruction with great diligence and praiseworthy ambition, and prepared himself for the Sophomore Class of Brown University, intending to take a full college course. But necessity obliged him to forego his purpose in that direction. He was forced to go to work. He found a place as telegraph operator at a salary of \$30 per month with the Erie Railway, now the New York, Lake Erie & Western, with which he continued for two years at the same wages.

He was ambitious as well as energetic, and soon familiarized himself with the work of dispatching trains by telegraph and of train movements and management generally. His promotion was uninterrupted and was the outgrowth of his own energy and intelligence. Inside of three years from the time he entered the service of the Erie company he was advanced to the responsible position of division operator, or chief telegraphic operator of the division on which he was employed. In 1866 he was advanced to the position of night train dispatcher, and as such had the task of moving, by telegraphic orders, all the trains of the Delaware division of his road during the night. His headquarters were at Port Jervis, N. Y. He worked as night train dispatcher for five years, going on duty at 6 o'clock at night and remaining on duty until 6 o'clock in the morning. He was advanced successively to the positions of day train dispatcher, chief train dispatcher, train master and division superintendent of the Delaware division, occupying the position of superintendent for eight years. With this experience he was thoroughly equipped with the details of railway management. His superior officers recognizing his qualifications, promoted him rapidly from one place of responsibility to another. From the position of division superintendent he was advanced to the position of superintendent of transportation for the whole line, and soon after to that of assistant general superintendent, and finally to general superintendent of the road.

By this time he had won prominence and influence far outside his own line, and was known throughout the railway world for his ability, sagacity, executive force, and high character. At this period there was no such officer as general manager on the Erie, the general superintendent being *de facto* general manager, having the authority and responsibility of such an officer. In 1887 he left the service of the Erie company and came to Chicago, where on the first of November of the same year he assumed the management of the Chicago & Atlantic Railroad. He filled this position until the first of September, 1888, when he was elected vice-president and general manager of the Chicago & Western Indiana Railroad Company and of the Belt Railway Company of Chicago, two separate and distinct corporations, though they are generally confounded by the public. He held this position until June, 1890, when he was elected president and general manager of both companies, and is thus engaged at the present time, 1894.

His tastes are scholarly. He is a superior French and Latin scholar. He has a strong and genial personality, is generous, high-minded, sociable and popular. He is a member of the Chicago Athletic Association, Union League and Hyde Park Clubs, and of the order of Freemasons.

Mr. Thomas has been married twice. His first wife was Miss Eloise Little, of Philadelphia, and his second wife Miss Lillian G. Gaylord, of Port Jervis, N. Y. He has two children by his first marriage, Mrs. Juliet Bartlett and Benjamin Holgate Thomas, and one by his second marriage, a son named Gaylord. His home is at Kenwood, where he has a fine residence, in which he has a valuable library of carefully selected books, among which a large portion of his leisure time is spent. He and his amiable and cultivated wife are extremely hospitable, and their greatest pleasure is in entertaining their friends and in making everybody happy.

Milton C. Lightner. The prominence won by Chicago as the greatest grain and produce market in the world is due not so much to the advantages of location as to the men who direct its trade. Old settlers may remember the hustling large village of the "sixties" and compare it with the city of the present. They witnessed the changes of three decades and may make comparisons without the aid of figures. Within thirty years new men have instilled new life into our trade, magnificent strides have been made, distancing all the results of prior years, making Chicago the commercial metropolis of the greater part of the United States.

He whose memory of and business experience in Chicago reaches back to the rebuilding era of October, 1871—October, 1872, may well be named among the builders; for he saw a new city, with new people, new manners and new customs, rise up as if by magic. Within a comparatively short period, he witnessed the evolution of a large town into a great city—the wonder of the world—and to its commercial growth contributed not a little. Milton C. Lightner, now in his forty-third year, came here in 1871, was present at the destruction of the old village, and for more than half his life-

time has been a witness of the struggle for Chicago's supremacy among the cities of America.

He was born at Bridgeport, Montgomery County, Penn., December 30, 1850. His father, a clergyman of the Protestant Episcopal Church, was a native Pennsylvanian, descended from the German pioneers of that State; while his mother was a descendant of early English settlers. Under their supervision he received a practical education in the home and district schools, and before he left Pennsylvania ideas of industry and self-reliance were firmly implanted in his mind. At the age of fifteen years the opportunity or option of entering one of the colleges of the Protestant Episcopal Church in New England or in the Northwestern States was presented to him, and he selected the western school. In 1866 he matriculated as a student in Racine College, and continued his studies there with unremitting attention until 1871, when he graduated.

During the half decade of student life at Racine he heard necessarily much of Chicago and her people, visited the city at intervals, became cognizant of the advantages which it offered, and concluded to begin a business career here; for he believed, even then, that in Chicago, like in the ocean, everything finds its level.

In the summer of 1871 he was offered and accepted a position in the Second National Bank, which he held through all changes of location until 1873, when the financial depression began to be felt here and the bank closed its business.

From 1873 to 1875 he was employed in the Merchants' National Bank, under its cashier, John DeKoven. They were years of strict business education, from which he derived a golden harvest, not in the material yellow metal, but in the effects or results of such a training on all departments of business life. Four years after the great fire, when the leading firms represented on the Board of Trade looked around them for men of ability and grit, Mr. Lightner was called from the banking circle to the halls of the Board of Trade. It was a radical departure for the young bank clerk, which was suggested by Mr. Cyrus Adams. That year he became connected with the firm of McCormick, Adams & Co., and until January, 1878, honored their faith in his ability by his decisive, prompt and business-like dealings in the great trading hall of the old Chamber of Commerce.

The partnership with Ernest F. Smith was formed in January, 1878, and for the ensuing three years the firm of Smith & Lightner gave unmistakable proofs that the period of financial depression was passing away, and that Chicago business men had already inaugurated the revival of trade. A very large business was built up and carried on faultlessly. In 1881 Mr. J. A. Ellis became his partner, *vice* Smith, and this firm of Ellis & Lightner held an important place in the estimation of the Board of Trade until its dissolution in 1883. From that period until 1887 he carried on the affairs of the house without a partner, but that year Mr. Frank P. Schmitt purchased an interest in the business, and the firm of M. C. Lightner & Co. was organized. Thus



John B Turner

two men of great experience in trade, accustomed not only to watch the course of financial events but also that of the markets of the world, were associated. Down to 1892 they transacted an immense business, and even then did not sunder the bonds of partnership, for both held interests in the consolidated firm of Rumsey, Lightner & Co., with I. P. Rumsey, F. P. Schmitt and Frederick Dickinson. What this new firm has accomplished in little over two years is a testimony to the commercial intellect of its members and to the capacity of this city for great enterprises. From the northern to the southern boundary of the United States, and from ocean to ocean their correspondents are found, not in special localities alone, but scattered everywhere throughout the vast territory. Perfect organization is as necessary as care and honorable dealings in the transaction of the ever-growing business of the firm, and it is found in their office. The clerical force is selected from the best clerks conversant with the trade, and all is directed by the firm, who are liberally endowed with all the faculties which constitute the business man of to-day.

In December, 1875, Mr. Lightner was enrolled a member of the Board of Trade. In January, 1883, he was elected on the committee of arbitration, ten years after, was elected second vice-president, and in 1894 first vice-president. As a member of the Chicago Stock Exchange he is also favorably known, as well as in the greater number of the commercial organizations of this city and in the Chicago, Union and Athletic Clubs.

In 1881 he was elected a member of the board of trustees of Racine College, a position he now holds, being the first of its graduates elected to that office. Like his father, he belongs to the Protestant Episcopal Church and gives to that body material support in its religious and benevolent enterprises. Politically a Republican, he desires a moderate rather than a radical protective tariff, and herein differs from the extremists of that party, who like all extremists scarcely know where to halt. Too sincere and honorable to hide his ideas on National and local affairs under the cloak of diplomacy, he can but exercise his rights as a citizen.

His marriage with Miss Mary R., daughter of Col. P. T. Turnley, and granddaughter of Madame Rutter took place September 24, 1879. She died late in 1880, after the birth of her son. His country home is at Highland Park.

John Bice Turner. Chicago is now the greatest railway center in the world. Steel bands bind her to the great capitals of commerce in every part of our land. Indeed, it has been said that the railways made Chicago. Certain it is Chicago's birth is almost contemporary with the invention of railways, and her career, in whatever measure due to them, is the flower of all their flock. The railways themselves, however, were due to those master minds who realized their importance, located them along strategic lines, and had the energy and broad executive ability to bring them to a successful issue. One of the greatest railway systems of the Chicago of the present includes the first line of track ever laid to connect this city with the outside

world, and the pioneer to whom it was due was one who was also a railway pioneer of the United States likewise. This was none other than the subject of this sketch, the late John B. Turner, the one-time head of the Chicago & Northwestern Railway system.

Mr. Turner began his life with the century, lived the earlier half in the East, and the latter part spent closely identified with the old Chicago, with which, as if in sympathy, he also passed away in the eventful year of 1871, at the ripe age of seventy-two years. Mr. Turner's was a character both strong and beautiful, one of those of such unquestioned integrity that the public involuntarily turns to them in times of doubt and trial.

Born in 1799 at Colchester, Delaware County, N. Y., Mr. Turner lost his father when but two years old, and at the age of fourteen became an orphan by the death of his mother. Thereupon a Mr. Powers adopted him into his family, and the boy's life passed rapidly in the duties of his friend's farm and tanyard, and winter schooling, until his twentieth year, 1819, when his industry and self-reliance, as well as those broad and original views that characterized his later life, fitted him to begin a vigorous manhood.

During the latter year he was married to Miss Martha Voluntine, of Malta, Saratoga County, N. Y. He soon acquired an interest in a farm, but in 1824 sold it and opened a store, mill and distillery at Mattaville. Like the battles of Washington, his campaigns were not always crowned with victory, for six years later, about 1830, reverses came, fortunately, too, for the use of rails for roadways was then attracting the attention of the thoughtful.

During the five years that he was endeavoring to recover his former financial strength his interest had been centering more and more about the possibilities bound up in parallel rails as a means of communication. In April, 1835, he contracted to build seven miles of the Troy & Saratoga Railroad, a work done with such success that he was placed in charge of the road. The company bought thirty horses, and barns were erected every ten miles, for most of the trains were drawn by this power. There was but one five-ton locomotive in the Northern States, and the second, the "Champlain," was put on this road by Mr. Turner. His scrupulous honesty, which avoided even the appearance of a speculation that might suggest self-aggrandizement as an official, won him a reputation as great as that of his ability as a railroad organizer. In November of that same year he joined a partner in constructing the Delaware division of the New York & Erie Railway. The panic of 1837 submerged this whole company for a time, but it was revived later on, and became successful. He next joined John Vernam, his brother-in-law, in building the Genesee Valley Canal, which threatened loss also, but was finally successful, and both this and a section of the Troy & Schenectady Railway were finished by the spring of 1843. These enterprises placed Mr. Turner on a solid financial foot-

ing again, and with that preview that constituted his chief power he determined to examine that greatest of the world's valleys, the Mississippi. He did so that spring, and was so impressed by its railway and other possibilities that he removed thither.

A man who had studied the union of the sea-board with the lakes was the one to naturally seek to unite the lakes to the great river waterway of the interior. So locating at Chicago, the terminus of the lakes, on the 15th of October, 1843, he made his family home at the old Tremont House, and the following spring purchased a thousand acres of land south of Blue Island and put upon it a great flock of Ohio sheep.

While Mr. Turner was in the midst of his earlier railway projects in the East, the Galena & Chicago Union Railroad had been surveyed in 1837 and a very small section constructed, but for ten years now it had suspended work. On April 5, 1847, Mr. Turner joined William B. Ogden in reviving the work, the latter as president and the former as director of operations. A survey was made by Richard P. Morgan and the officials began collecting subscriptions to the new concern. By December, 1850, the line had been extended beyond Elgin and Mr. Turner was elected president of the company, while two more years, September, 1852, saw it at Freeport, connected with the Illinois Central. During the next few years he completed the Dixon air line and partly completed the trunk line across Iowa. In 1853 he organized the Beloit & Madison Railway, and although he resigned the active presidency in 1858, he was next if not equal to Mr. Ogden, as its most efficient leader, and in June, 1864, when the Galena road was united with the Chicago & Northwestern in one system, he was made the chairman of its managing committee. It was during these war days, when he had passed the years of three score and was adding the ten, that an incident occurred to illustrate the lofty regard in which he was held by the leaders of the country. There was a growing suspicion that the railways were defrauding the government in the West and Southwest; the man the investigating commission chose to examine the situation and present them figures was none other than John Bice Turner, and his figures were accepted as final without alteration.

Mr. Turner retained his connection with the great system which he had created, up to his death, at the advanced age of seventy-two years. On February 26, 1871, several months before the burning of the city, the quiet passing away of this noble life came like a blow to his wide circle of friends, especially those in railway circles, and more particularly among the officials and employes of the great North-Western system, who laid aside their occupations for a time in respect for his memory. In the words of General Manager Dunlap, he was a "judicious and faithful counsellor, genial companion and Christian gentleman. His devotion to the national interests of the country was excelled only by the patriotism which never lost sight of the highest duties of citizenship. His good works live after him and will keep his memory green forever."

In March, 1853, occurred the death of his first wife, and in 1855 he married a lady of Columbus, Ga., Miss Adeline Williams. Among his six children, three of whom are sons, the eldest, Voluntine C. Turner, is a well-known citizen of scholarly tastes in retired life, who long served as the head of the North Chicago City Railway, of which his father was long a director, and of whom a sketch appears elsewhere in these pages.

Mr. Turner was one of those far-sighted forefathers who laid deep and broad the foundations upon which the men of later days are building, and when the marvelous story of railway construction in the United States is written, a tale as wonderful as a new Arabian Nights Entertainment, the name of John Bice Turner will be enrolled among the giants of those days.

Daniel B. Robinson. The present vice-president of the Atchison, Topeka & Santa Fe Railway Company, Daniel B. Robinson, was born in St. Albans, Vt., in 1848, where his father followed the occupation of a farmer, and was highly respected as a citizen.

Mr. Robinson received his education at the common schools of his district, and, when he was only sixteen years of age, his father died, and he was compelled to depend upon his own exertions for a livelihood. Starting out in life at that early age with very limited educational equipment and entirely without capital, but possessed of a sound constitution, bright intellect and high ambition, he was not discouraged by adverse circumstances, but went into the world with a resolute determination to make a creditable figure in it. Like many other citizens of the West who have fought their way from early poverty and adversity to positions of eminence and honor, Mr. Robinson did not hesitate in his choice of employment, but took the first situation which was offered. He began as a day laborer in the railway freight office at St. Albans, working diligently and steadily and advancing in the good will of his employers and in the character and quality of the employment given him, working his way up for four years until, in 1868, he was appointed station agent at his native place. By this time he had acquired sufficient experience to venture westward in search of larger opportunities of increased emolument; he, therefore, some time in 1868, resigned his charge at St. Albans and moved to California. Arriving at Sacramento in the fall of that year, he obtained employment in the Southern Pacific Railway shops, where he worked diligently for three years. At the end of that time he was offered and accepted the position of station agent at Mobile, Ala., for the New Orleans & Mobile Railway Company. Here he remained eleven years, gradually acquiring wider experience in railway business and discharging his duties with such fidelity and zeal that he arose in regular succession to the positions of road master, assistant superintendent, and finally of general superintendent of that road. The practical knowledge of the manifold and intricate details of railway service, which he thus acquired, rendered him a very valuable and efficient officer, and when, in 1881, he finally



A. P. Robinson

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severed his connection with the New Orleans & Mobile Company, he was qualified both by experience and natural ability to fill the highest positions in the administration and management of railway affairs. His advancement since that time has been remarkably rapid and has brought him, while still a comparatively young man, to the very foremost rank among the great railway potentates of the West. Every step of his progress has been onward to a position of higher responsibility, and he has always been found equal to the discharge of the most exacting duties imposed upon him, and he has discharged them with singular fidelity and conspicuous ability.

In 1881, Mr. Robinson was appointed general manager of the Sonora Railway, which is now a part of the Atchison, Topeka & Santa Fe system. He had taken an active part in the construction of the Sonora Railway, and his management of it very soon attracted the attention of other railway corporations, resulting in his being offered and accepting the position of general superintendent of the Mexican Central Railway. While acting in this capacity he constructed and operated the line between El Paso and Zacatecas. He displayed such executive ability as general superintendent that in a very short time he was promoted to the higher position of general manager of the entire system of the Mexican Central Railway. In 1885, he became the general manager of the Atlantic & Pacific Railway, which is now a part of the Atchison, Topeka & Santa Fe system. This office he held for two years, and in 1887 engaged in building the Colorado Midland Railway, a work which involved probably the most difficult problems of engineering and construction in the history of railroad building throughout the United States, which, however, were by his skill and ability successfully overcome. On the completion of this undertaking he returned to his former post as general manager of the Atlantic & Pacific Railway, and continued to act in that capacity from 1889 to 1891. During the next two years, 1891 and 1892, he held the position of president of the San Antonio & Aransas Pass Railroad, in Texas, and was also during this same period the president of the Santa Fe, Prescott & Phoenix Railway, a line of about 200 miles in length, lately constructed in Arizona, which now also forms a part of the Atchison, Topeka & Santa Fe system.

During the years before mentioned many of the subordinate branches of the system of the Atchison, Topeka & Santa Fe Railway were built under the management of Mr. Robinson. While so engaged he acquired probably a more thorough and comprehensive knowledge of the entire Atchison system than any other man, and became familiar with the history of the struggle of that great corporation in its efforts toward expansion and development. His great administrative and executive ability had also won recognition among the leading railway men of the West, while his personal integrity and genuineness of character were universally acknowledged. When, therefore, in 1893, the management of the Atchison, Topeka & Santa Fe system was reconstructed by the election of new officers, Mr. Robinson was elected, without opposition, as vice-president of the road, a position which he holds at the present time.

There is probably no man better known in railway circles than Mr. Robinson, nor one who has had so remarkably brilliant and successful a career. In the short space of thirty years he has risen from the humblest to the highest rank in his profession by the sheer force of industry, energy and persevering application. His ability has been especially manifested in connection with the problems of traffic and construction. No official in the service, perhaps, is more familiar than he is with all the multifarious details of traffic management, or with the niceties of calculation involved in the building and equipment of a railroad. His great practical experience, both in construction and operation of the various lines with which he has been connected, justly stamp him as an authority in all such matters, and probably no one is better qualified, both by the special knowledge of the various branches of the system acquired by him in their original construction and by his general experience of railway management, to conduct the affairs of so gigantic a corporation as the Atchison, Topeka & Santa Fe railroad has now become. He has had to contend with the difficulties arising out of hostile labor agitation and adverse legislation, and has managed to deal with them so that the interests of the stockholders have not been made to suffer. The qualities of intellect and character which have enabled him to grapple so successfully with the financial and industrial problems of recent years in railway history have justly made him prominent and distinguished among railway operators. Personally, he is one of the most popular and respected officers in the service, and enjoys in the meridian of life the high reputation and general good will which he had earned by untiring and unswerving devotion to the arduous duties of his calling. He resides in Chicago, and is a member of the Chicago and Washington Park Clubs. He was married in 1871 to Ella M. Perkins, a daughter of Edwin F. Perkins, of Boston, who was a prominent railroad man for fifteen years, and later master mechanic of the Central Vermont railroad. From there he went to Sacramento, California, in 1867, and was superintendent of machinery for the Central Pacific, down to 1870, when he retired. He died in Boston in 1892. He had three children, James B., Harry M., and Adelina.

Everette St. John. In the history of Western railroads there is no name better known and not one more popular, than that of the general manager of the Chicago, Rock Island & Pacific Railway. Born in Litchfield County, Conn., February 4, 1844, he was raised in the manner common to contemporary boys of the mercantile classes. His childhood was, of course, devoted to school and his boyhood to clerical work in the office of a brother, who was postmaster, merchant, railroad agent and town clerk. At the age of seventeen years he sought a wider field for his energies, and in 1862, we find him clerk in the general office of the Quincy & Toledo Railroad, at Quincy, Ill. The same year the Great Western Railroad Company of Illinois became the successor of the old Quincy & Toledo Railroad Company, the general office was transferred to Springfield, and the young Connecticut railroad man was not only retained, but also promoted to a place in the ticket department at an advanced salary. On

July 4, 1863, he entered the employment of the Chicago & Rock Island Railroad, and its successor, the Chicago, Rock Island & Pacific Railway, in the general ticket department, at a salary of \$40 a month. At that time the company aimed to gather into its system able railroad men, and the acceptance of young St. John, as an employe, was only a link in the chain of successful management. On November 7, 1864, he was promoted chief ticket clerk, in full charge of the general ticket department, and from September, 1869, to January 1, 1879, was general ticket agent. His administration of that office brought the name into prominence among railroad men and made it familiar to the public, so that no one wondered when announcement was made of his promotion to the dual office of general ticket and passenger agent January 1, 1879. On June 30, 1885, he was appointed assistant to the general manager and general ticket and passenger agent, and on July 12, 1886, assistant general manager, a position he filled with marked success until September 8, 1887, when he was appointed general manager of the railroad east of the Missouri River.

To this office was added, on February 22, 1888, that of assistant general manager of the entire Chicago, Rock Island & Pacific Railway system. In every position, from the day he entered the office of the old Quincy & Toledo Company, in 1862, he proved himself not only faithful to every trust, but also capable of grasping the iron key to railroad management. Guarding the interests of his employers at all times, and in later days, when in his power, giving to the patrons of the road every point of vantage consistent with profitable operation, he has won for himself the distinction of making two sets of friends—the stockholders in a great corporation, and the jealous, hard-to-please public.

Virtually the commander of an army of laborers, mechanics, clerks, engineers, conductors and brakemen, and, indirectly, of other thousands, his sympathies take in the whole command. While he will not countenance injustice on the part of a subordinate officer, he will not tolerate an injustice on the part of the rank and file, and thus, justice ruling, there have been no strikes of moment on the Rock Island System and it is hard to see how one under such circumstances could possibly occur.

In associations of railroad operators his opinion receives deep thought; for his statements are founded on great experience and the logic of events. Thus, we find him presiding over the General Managers' Association and the executive committees of the Chicago Car Service Association, Western Weighing Association and Inspection Bureau, Live Stock Weighing Association, etc., etc. Mr. St. John was also chairman of the Railway Finance Committee for the World's Columbian Exposition, and through the efforts of this committee nearly \$1,000,000 in cash subscriptions were raised for the grandest of all world's fairs.

His marriage with Miss Emílina B. Lamson, of Andover, Mass., was solemnized at North Brookfield, Mass., in 1869. She is the daughter of Asa Lamson, of Andover, Mass., whose family is an old one in that State.

In social matters he is a member of Waubansia Lodge, No. 160, A. F. & A. M., and one of its past masters; of Montjoie Commandery, No. 53, K. T., and one of its past eminent commanders; ex-president of the Sons of Connecticut, and a member of the Union League Club. An accident denied him membership in the Grand Army of the Republic, for, in 1861, he determined to go to the front with the volunteers of Connecticut, and would have gone had not the entreaties of his mother prevailed. His desires were for war; having previously studied under Judge Andrews for the West Point entrance examination. Maternal sentiment, therefore, gave to the West an able railroad man and to the Connecticut regiment a substitute for a youth who would have made an able soldier in the Civil War.

Lewis St. John and Laura (Cartwright) St. John, parents of the subject of this sketch, were natives of Connecticut, as were their parents and grandparents. On the paternal side the family is distinctly English, the first of the name in the United States, coming shortly after the settlement of the Puritans. On the maternal side the family comes of Northern Irish stock, who sought a home in the colonies at the close of the seventeenth or beginning of the eighteenth century. Lewis St. John died in 1848, and his wife in 1874.

Marshall M. Kirkman. In business and commercial circles Marshall M. Kirkman is known as second vice-president of the Chicago & North-Western Railway Company and a director in the Northwestern National Bank of Chicago. Nationally, he was a director in the World's Columbian Exposition and chairman of its committee on transportation. Among well-informed railroad men he is known as the author of a number of practical works on different subjects having special reference to railway management. Socially, he is known as president of the two prominent clubs of Evanston, and as the friend and associate of many of the leading people of Chicago and the West. He is also a member of the Chicago Club, the Chicago Athletic Club, the Iroquois, the Church Club, and many other prominent social organizations. But how many are familiar with the story of his gradual rise to the eminence thus manifest? Like most of the really prominent men of Chicago, he arrived at such distinction as he has gained by gradual steps, each representing a duty done or an obstacle overcome. Born in Morgan County, Ill., July 10, 1842, he, even in boyhood, disclosed that worthy ambition which has led him to the place on the ladder of worthy progress, in which he is now known of all men. Railroading may be said to have then been in its infancy, and every one knows how, in those days, to have something to do with it in a practical way was the desire of many an aspiring youth who has later become eminent as a railroad man or otherwise. With no exceptions, those active in the management of the great railway systems of the United States are practical railroad men, who vividly recall the days when they worked in one subordinate capacity or another, and remember with pardonable pride their successive promotions for efficiency, gained through hard work and devotion to duty. In February, 1856, at the early age of four-

teen, attracted by the dash and fascination of railway life, perhaps partially realizing the promise of advancement it held out, and having a dim conception of its future greatness and the part it would play in the development of the country, young Kirkman secured a position at Fulton, Ill., as messenger in the service of the Chicago & Northwestern (Galena) Railway Company.

If the railroad and its rush and impressive enterprise were calculated to attract the devotion of a bright youth, the telegraph, then an innovation—to some good people, perhaps, an uncanny product of the evil one; to others a thing of scientific mystery, and to all an object of interested admiration—was likely to still more strongly appeal to a boy of studious habits and a just conception of its underlying principles, its purpose and the possibilities of its future. It took Marshal Kirkman just two months to master the telegraph and perfect himself in the art of transmitting and receiving messages. Noticing his adaptability to this work, of such great and increasing importance in the safe and rapid conduct of railway business, his superiors placed him in charge of an office, in which he proved himself so useful that he was, in March, 1857, transferred to Chicago. Appreciation of his efficiency in this wider field of usefulness was shown by his promotion to the responsible position of train dispatcher, in which he served faithfully until 1861. His superior ability soon made him sought for in a position of another kind, and he was appointed an assistant in the Northwestern's freight department and served as such for three years.

In 1864 he was made an accounting officer, and in 1868 chief accountant. About two years afterward he was appointed local treasurer, and entrusted with the company's finances at Chicago, in addition to his previous duties. These offices he filled later under the title of comptroller until, in 1889, he was made second vice-president. As chief executive officer of the department of accounts and local finance he devised and perfected the fiscal affairs of his company. His previous experience had given him a knowledge in various departments of railway business which was so wide in its range and so thoroughly practical that his equipment for his present position was somewhat better than that with which many officials enter upon such important duties, and which has enabled him to deal effectively with problems that have been submitted to him. His devotion to railway interests is evidenced by his contributions to American railway literature, more voluminous than those of any other writer upon railroad management.

These contributions are thoughtful, explicit, varied and eminently practical, and constitute a small library on the subjects treated, his discussion of which is always masterly, yet so simple as to impart valuable information to the most inexperienced. These works are from the author's heart and brain alike, and an eminent critic has said of them, that, "all Kirkman's books harmonize with his business as a railroad man and fulfill, it is apparent, an inclination as well as duty." Railroad men have never found any technical works so valuable, and the demand for them is so great

and so constantly augmenting that Mr. Kirkman has consented to undertake the labor of re-editing them and supplementing them with the fruits of his more recent researches and experiences. Mr. Kirkman's long and intimate knowledge of railway affairs rendered his election as a director of the World's Fair and his appointment as chairman of its committee of transportation a peculiarly fitting one, in view of the perplexing problems that arose in the carrying on of the immense traffic consequent upon the great event.

Mr. Kirkman was married, January 1, 1867, to Fannie Lincoln Spencer at Glens Falls, N. Y. They have four children, William Bruce, Albert Tracey, Marshall Jay, and Minnie Spencer Kirkman.

William Henry McDoel. To his skill and ability in dealing with the difficult and intricate questions of labor and compensation, to his intelligent and systematic methods of management, to his knowledge of the railroads of the West, and to his sagacious generalizations and superior diplomacy in conserving the interests of his company, is W. H. McDoel indebted for his prominence and usefulness in railway circles. He is a thorough railroad man, familiar with the details of every department of the service, and by reason of experience, skill and comprehensive intelligence occupies a position of great power and responsibility. His field of operations has been the great West, where, since the age of twenty years, he has occupied almost every official position within the gift of the railway service. He began at a time when railway interests in the West were in their first flood of development and consequently acquired a knowledge, more or less complete, of every line projected on this side of the Alleghanies. He made it both his business and his pleasure to study the ultimate effects each line would probably have on the commerce of the trans-Alleghany region, and, as time passed, became known as one of the ablest and wisest of the Western railway operators. This fact led to his steady and continuous advancement from one position to another, until he was called to the management of one of the great systems. And here his knowledge of the railway lines, as well as the trade and commerce of the Mississippi Valley, has proven of great value to his company.

William Henry McDoel, the present vice-president and general manager of the Louisville, New Albany & Chicago Railway, is a native of Goffstown, N. H., and is of Scotch-Irish descent, a race from which spring many of our ablest business men, our greatest statesmen and nearly all of our most brilliant orators. As far back as about 1750 his ancestors crossed the ocean and settled in the wilds of New Hampshire, where they and their descendants mainly followed the occupation of husbandry and became useful citizens, industrious in their habits and prominent in their localities. Several members of the family served in the Colonial Army during the Revolution. Mr. McDoel has in his possession the original deed given to his great-grandfather while the country was still a province of Great Britain. Another curious heirloom of the family in his possession is a petition of the inhabitants in the vicinity of the old



W. H. Bell

homestead to the Provincial Government, demanding a minister of their own belief and incidentally threatening bloodshed if the demand were not complied with,

The subject of this sketch was reared on his father's farm until the age of sixteen years, when he secured a position as clerk in a grocery and dry goods store at Manchester, five miles distant, and a little later was placed in charge of a wholesale cigar and candy wagon. These occupations were really the severance of home ties, and gave him his first experience with the world on his own account.

In the fall of 1860, while the country was full of political excitement and rumors of war, he came West and stopped at State Line City, Ind., and the same day began work as a freight check-clerk on the old Great Western Railway of Illinois, which afterward became part of the Wabash system. One complete generation of men has thus passed away since he began his long career as a railway man. He has witnessed marvelous changes during this memorable era—the most eventful in the history of the great Republic—and can call in review before his mind the wonderful improvements in facilities, equipments and methods which have made the railroads of the present the wonder of the modern world.

After a year of service in the clerkship above mentioned he was made agent of the same road at Tolono, Ill., where he remained until the latter part of 1864. During this time the country was convulsed by a great war, and all railroad operations were more or less hampered by the movement of troops and the interference of the local authorities and the government. But through it all Mr. McDoel gave such satisfaction that during the last named year he was made agent at State Line for the Wabash Railroad, with which, in 1865, his former company was consolidated, and at which time he was made general agent at Keokuk, Iowa.

In this capacity, and with an ever-increasing reputation for his efficiency in the service, he remained with the Wabash road until 1876, by which time he knew all the details of local operations, and had gained a great insight into the larger movements of the great lines.

He had now reached a stage when his promotion was rapid. He had passed the elementary principles of his business, and had begun to grasp theories of railway and commercial control that might be of great aid and value to any line fortunate enough to secure his services. In 1876 he was chosen general Western agent for the Blue Line Transit Company, and was placed in charge of the company's business in the territory between Quincy, Ill., and Dubuque, Iowa, and west thereof to the Missouri River, a position requiring the exercise of great discrimination and sound judgment. This position gave him wide acquaintance with Western railroad men of all lines, which has had much to do with his subsequent popularity, prominence, advancement and usefulness.

In 1878 he was appointed general freight agent for the Hannibal & St. Joe Railroad, in which capacity he served until 1884-85.

In July, 1885, he was made general freight agent, and in 1887 traffic manager, for the Louisville, New Albany & Chicago Railway Company, in which capacity all his skill, ability and knowledge were called into requisition to promote the best interests of his road. Many vexatious questions of trade, commerce and competition were springing up to test his sagacity, energy and experience; but his long years of observation and study fitted him for the satisfactory discharge of every duty. So well did he acquit himself of this responsibility that in 1891 he was called by the directorate to the still higher and more difficult trust of general manager of the whole system, the rigid duties of which position he is still discharging. So great has been the confidence in him that in 1894 he was chosen vice-president of the line.

At the present time he is one of the directors of the company, and is a member of the executive committee. He is also a director of the Chicago & Western Indiana Railroad and of the American Trust and Savings Bank. Not only has he shown exceptional capacity for business in whatever direction his mind and energies have been called, but has also proved his social and artistic qualities amid the circles of his acquaintances. Since 1862 he has been a member of the Masonic order, and is now a member of the thirty-second degree. He is a member of the Union League, Calumet and Washington Park Clubs, where his power as a conversationalist and his strong magnetism and personality have made him a charming companion and a trusted friend. His rugged health and extraordinary capacity for work, his genial individuality and steadfast principles of integrity may be traced to his sterling New England ancestry and to his correct and blameless life. He has been in the railroad service constantly since September 7, 1863, has received every promotion on his just merits and is absolutely self-reliant and self-sufficient. His affability is unusual in view of the constant and persistent demand made upon him and exhibits the sunshine of his disposition and the warmth of his heart.

His parents were Joseph and Anne (Clogston) McDoel, both natives of New Hampshire. They followed the occupation of farming, and both have passed away. Our subject was united in marriage in 1865 to Miss Rebecca Lucas, daughter of Col. E. F. Lucas, of State Line City, Ind., the latter a prominent farmer and politician of his locality. To this marriage one beautiful daughter has been given, named Annette. The family lives at No. 3232 Michigan Avenue, Chicago.

Voluntine C. Turner. Chicago belongs to the great modern transportation era, and some of the greatest names of her history have been among those connected with this wide field. The terminal of the great lakes, her vast shipping interests have been headed by generals in that line; while the stupendous development of railway transportation, beyond all the world has hitherto seen, has brought forward some of the greatest executives of our time. But this is not all; the broad and liberal ideas upon which Chicago has been platted from the first have made a breadth of territory that now rivals the greatest of the world's capitals and makes necessary the use of a



V. C. Turner

remarkably large system of urban transportation. In all this vast land transportation, however, no name has been more prominent than that of the Turner family of this city, the elder making a name in the great trunk line railway construction, and the younger, the subject of this sketch, in the urban and suburban systems that lace the north part of the city.

To speak of the elder Turner and the younger is only to refer to them historically, for the great railroad builder, John Bice Turner, the father, who died in 1871, at the age of seventy-two years, left behind him a worthy son and successor, builder of urban railways, Voluntine C. Turner, who is now within one year of the age that was reached by his well-known father.

Although a sketch of the elder Turner appears elsewhere in this work, it may not be amiss to refer to the fact that the great railroad builder had not begun his career as a contractor, and was still a young farmer with but four years of married life behind him, when his son, Voluntine C., named in his mother's honor, was born at Malta, Saratoga County, N. Y., on the 25th day of February, 1823. The boy was but a youth in his father's office when the elder Turner was engaged in the early railway construction in New York. He was prepared for college, however, in the academy of Troy and Oxford of that State, and on the removal of his father to Chicago was in the midst of a classical course at the famous Massachusetts institution, Williams College, from which he graduated in 1846.

Young Turner now came to Chicago and after a thorough preparation began the practice of law. He first spent ten years, or until 1858, with H. A. Clarke as partner, then after a few months with Benjamin F. Ayer, he spent the rest of the time to 1860 independently.

About this time he became interested in urban transportation and joined his father, John B. Turner, William B. Ogden, Chas. V. Dyer and James H. Rees in securing the incorporation of a street railway company to lay tracks on the North Side and operate with horse power. He was appointed secretary and treasurer of the North Side City Railway Company when it was organized, and after about five years he was made its vice-president in July, 1865. A little over two years later he became president of the company and during all that period of extension, of the next nearly twenty years, he was the wise and efficient head of this company, gradually finishing, improving and extending its service so that it not only gave abundant satisfaction to the citizens of the populous North Side, but became one of the finest urban railway properties of the West. Indeed, in consequence, it became the object of desire of capitalists, headed by Mr. Charles T. Yerkes, who secured the property in 1886 and has since turned it into cable power. This was due to Mr. Turner's genius for transportation problems, his wise and prudent financial management, his administrative powers, and his foresight by which he anticipated the growing needs of the northern part of the city.

At the time of this transfer, in 1886, although his calm and well ordered life would hardly indicate it, he was a man of sixty-three years of age, and he determined to retire from active life, and to spend the remainder of his years in the companionship of his books, in the enjoyment and exercise of scholarly tastes that had been since boyhood one of his chief characteristics.

In the pleasant seclusion of his beautiful residence on the North Shore Drive his quiet years are passed, varied by an occasional tour of travel, the amenities of club life in the Union Club, of which he has long been a popular member, and in the recreations of rod and gun, which have for years been his favorites. His enthusiasm in this last mentioned line is indicated by the fact that he is president of the famous Pelee Club, which owns the Canadian Island, Pelee, in Lake Erie, and has upon it a sumptuous edifice, where many of its members, among the leading families of Chicago, Cleveland and New York, spend their occasional seasons of leisure in May and October. Among these members are such men as Secretary Walter Q. Gresham, George M. Pullman, J. Russell Jones, Esq., and others; and among those deceased is the honored name of Gen. Sheridan.

A man of scholarly habits, he has seldom taken part in the activities of political life, and only stepped aside from his usual course in the vigor with which he aided the cause of Mr. Tilden in the campaign of 1876.

He was first married to Miss Eliza, the daughter of Col. Henry Smith, an early partner of William B. Ogden. This was on May 20, 1851, and after about three and a half decades of married life she passed away, nearly eight years ago, about the time he retired to private life. His present wife was the widow, Mrs. Green. For a quarter of a century Mr. Turner and his first wife were leading members of the St. James Episcopal Church, but on the organization of the Central Music Hall Church, under the late lamented Prof. David Swing, one of the most scholarly divines that ever filled the office of public teacher, they became its active supporters.

Mr. Turner, like his father, is one of those calm, self-poised and refined characters in whom nature and culture have vied in making a product that men delight in honoring. His well-preserved form and clear-cut features give no suggestion that he has already passed the years of three score and ten that are allotted to man, and they betoken the passage for him of many peaceful years to come.

Timothy Beach Blackstone. The "Yankee" has carried the banner of progress from sea to sea and left the monuments of his industry all along his very wide way. The earliest civilization on the Pacific coast was Spanish. It did not extend far inland. Somehow civilization has never, in all the history of the world, shown a very decided tendency to go toward the rising sun. Once the "West" was divided from the "East" by an imaginary line somewhere in the longitude of Buffalo. That "West" was peopled by the Yankees. Then the "West" "moved west" and planted its eastern boundary about in the latitude of Chicago. The Yankee came and civili-



J. B. Blackstone

zation came with him, and prosperity and development came after him. Illinois and Iowa and Kansas have been by turns "out West," and now the New Englander may reach even the Golden Gate more easily and more quickly than once the Yankee could make his way into the most easterly part of "York State," and it was the Yankee gold seeker that set in motion the machinery of a civilization that has made it the gate to anything of much importance. Of that earlier wave of sturdy, clear-headed and clean-handed manhood, which rolled from Plymouth Rock to and across the prairies, carrying with it the germs of the moral, educational and material greatness of the widest and greatest land on earth, a typical specimen is Timothy B. Blackstone, president of the Chicago & Alton system of railways, and without question the oldest railway official in America when continuous service is considered.

The New England family of Blackstone was founded by William Blackstone, or Blaxton, known in his time and since through records as "William the Pilgrim," who as early as 1623 owned and lived on a farm of small area lying partially within the boundaries of "Boston Common." Born in England in 1595, he arrived in Massachusetts when he was about twenty-seven years old. There is no evidence that he was married previous to his arrival, and he does not appear to have found any of the Puritan maidens to his taste. At any rate, it was not until 1659, when he was sixty-four years old, that his marriage to Mrs. Sarah Stevenson, widow of John Stevenson, was celebrated. This wedding ceremony seems to have been an event of no little importance, for no less a personage than Gov. John Endicott, of the Massachusetts Bay Colony, officiated. After his marriage he removed with his wife to a place now called Lonsdale, not far from Providence, R. I., and there he died in 1675, aged four score years. There seems reason to suspect that this William Blaxton and a certain William Blackstone, of Durham, England, who in 1622 sold lands there belonging to him which had passed from father to son in the family for at least eleven generations, and the ownership of which can be traced back to another William Blaxton, who died in England in 1349, were identical. For two centuries his grave was unmarked save by some plain white stones, but descendants still living have erected upon it a suitable monument to his memory. He had an only son, who was born in Rhode Island in 1660, and when about forty years old removed to Connecticut and bought land and lived at Branford until his death, many years afterward. Portions of the property are yet the home of some of his descendants, and a part of it became the farm of James Blackstone, father of Timothy B. Blackstone, and was the scene of the latter's nativity, March 28, 1829. James Blackstone's wife was Sarah, daughter of Asa Beach, of Branford, and in honor of her patronymic her son was named Timothy Beach Blackstone. Just when the modern orthography of the name Blackstone was adopted in the family does not appear, but there can be no question as to its correctness, and hence there could have been no good reason for adhering to the early and logically incorrect spelling.

Mr. Blackstone's early life was passed on his father's farm in Branford and in such schools as were taught thereabout. Perceiving his quick intelligence and noting his love for books, his parents encouraged him in every way to acquire an education, and sent him to one of the best of the old academies then in vogue in that part of the country; but failing health, superinduced by too close attention to his studies, early compelled him to forego all thought of obtaining a collegiate, or even an academic, education. "The Doctor" told him he must leave the academy, and in those days as now "the Doctor" had his way. Outdoor employment of some kind was prescribed for him, and he soon obtained a place as assistant in a corps of engineers, which, under the direction of the late Col. Roswell B. Mason, an able civil engineer, who afterward attained eminence in his profession throughout the whole Northwest region, was engaged in surveying and locating the New York & New Haven Railroad. That was in 1847, a year pregnant with promise to the young man, insomuch as the connection thus accidentally formed at that time gave the direction to his career that afterward made him "a railroad man." He was a rodman for a year, and in his odd moments devoted himself as assiduously as his not robust physique would permit to the study of civil engineering. Then he became assistant engineer of the Stockbridge & Pittsfield Railway, a short line constructed in 1849 and now absorbed in the Housatonic Railroad. This work was of a character to give him reputation as a railroad engineer, and during the succeeding two years he was kept busy on various lines projected and under construction throughout New England.

In 1851 Col. Mason called him to his assistance in Illinois, where he had but just entered upon his duties as chief engineer of the Illinois Central Railroad, and gave him the supervision of that portion of the line between Bloomington and Dixon, which he surveyed and afterward superintended the construction of. In the course of the rapid development of the railway interest about that time, the Joliet & Chicago Railway Company, in 1856, secured a charter for a line from Chicago to Joliet through Lockport, and Mr. Blackstone had so much faith in the project that he induced some of his eastern friends to invest in the enterprise, a favor which they recognized by securing his appointment by the company as its chief engineer, to take charge personally of the location and construction of the entire line. This railroad, when completed, retained its corporate identity, but went into a combination which made it, for all practical purposes, a portion of the system of railways then known as the St. Louis, Alton & Chicago line. During the progress of the work the stockholders formed so high an opinion of Mr. Blackstone's business and executive ability, and were so thoroughly impressed by his wide knowledge of railroading, that in 1861 they made him president of the road which he had created, as it were, from "right-of-way" to practical operation. Then followed the bankruptcy of several of the other branches of the St. Louis, Alton & Chicago system, the Joliet & Chicago branch, meantime,

under Mr. Blackstone's able management, enjoying a reasonable degree of prosperity. The reorganization of the entire system was demanded and a commission came into existence by legislative authority, which as rapidly as practicable bought the bankrupt portions of the line and finally perfected a new organization for their operation which was styled the Chicago & Alton Railway Company, and in 1864 that corporation leased the Joliet & Chicago Railroad, and Mr. Blackstone became a director in the new company. He had participated in only a few meetings of the board when, in recognition of his judgment and efficiency as an executive officer, his colleagues elected him its president. A most indubitable evidence of the wisdom of this act was forthcoming in the fact that while at that time the road was as yet only legally extricated from its trouble and could not be said to be prosperous, four years of Mr. Blackstone's management placed it upon so solid a basis that in 1888 the net earnings of the company were about \$2,000,000. Meantime, by a process of absorption of other lines which have passed into the railroad history of this great railroad age, the Chicago & Alton had acquired much additional mileage, extended its operations to new portions of the West, and in many other ways gained in wealth and importance. Its several extensions, numerous improvements and general repairs had all been carefully planned, wisely considered and economically carried out, and under the judicious policy of the president, ample provision for future requirements had been made wherever possible and practicable.

In further proof of Mr. Blackstone's exceptional talent for railroad management, it may be stated that the success above suggested has been maintained uninterruptedly down to the present day, each year, as a rule, showing an increase over the preceding one in the business of the company, as well as satisfactory dividends to stockholders. "While several of the men now at the head of great railroad systems in the United States," writes the author of "The Railroad Men of America," "have, like Mr. Blackstone, climbed to their present position from the lowest round of the ladder, he has perhaps no contemporary who has for so long a time had so much to do with shaping the policies and controlling the destinies of a single corporation, or who has retained so long the implicit confidence and good will of so large a body of shareholders in any similar enterprise." This tribute is very apt, inasmuch as in a country where the teeter board of life goes up and down again so unexpectedly as in this, and in a section of it especially subject to sudden changes of fortune, permanency in a position of such prominence and responsibility is truly a subject for comment. In the case of Mr. Blackstone it has been, beyond all doubt, secured by merit alone, and his protracted incumbency, of such a position in spite of the ambitions and jealousies which it must inevitably have drawn about it in the transaction of business so intricate, involving so much capital, and having to do with so many conflicting interests, is nothing more or less than a most conspicuous example of the survival of the fittest.

The same splendid qualities that have made Mr. Blackstone an eminent railroad man would doubtless have made him conspicuous in almost any other line of enterprise; yet no one can doubt his wisdom in thoroughly mastering one great and growing business and devoting to it the best energies of his youth and manhood. By adopting the principle of doing with all his might whatever his hand has found to do, he progressed steadily upward, and at length, with a mind trained by steady observation and experience to accomplish greater and still greater things, he arrived at a higher goal than his youthful ambition had ever foreshadowed, and one bearing, with its honors, more responsibility than is attached to many important political positions. The responsibility of such a position is of a three-fold kind. It involves a responsibility to stockholders, who, wish the business in hand managed with a degree of economy that will afford them the largest possible return for their financial investment; responsibility to the public, who patronize the business and have a right to demand everything for their convenience and their safety; and a responsibility to the State, under whose authority the business is permitted and established. To serve all these conflicting interests, and serve them satisfactorily, requires a rarer judgment, certainly more tact and address, than to perform the duties of a cabinet officer, where to serve the interests of the United States, is to serve those of all its people, and to please the party in power is sufficient, without much thought as to how the acts necessary to this end may be received and interpreted by opposing parties. A quality that has been possessed by many of the world's great executive officers has been developed in Mr. Blackstone, in a very marked degree—that of quickly and accurately judging of the merits of associates and subordinates, so as to meet the essential requirement of having the right man in the right place at all times and in all places. He has always been quick to discern merit and generous in rewarding it when the proper occasion has presented itself. Personally, he is a type of Republican simplicity. Every man under him, and there is an army of them, so to speak, knows that the president of the Chicago & Alton works as hard as the most humble of his subordinates, recognizes his wonderful force of character, admires his masterful grasp of railroading in whole and in detail, and yields implicit and unquestioning obedience to his behests. They all know that he considers himself only the chief servant of the great corporation they all serve, and that he labors as conscientiously as the most unimportant of them to advance its interests and give a good account of his stewardship. They know that the surest passport to his esteem is the faithful performance of duty, whatever it may be, and that any grievance, however slight or serious, will be righted by him when he is convinced that it exists; and that to obtain a respectful hearing from him any subordinate has only to request it. Another of the conspicuous qualities of Mr. Blackstone is directness. His time is fully occupied, and he has not a moment to waste in unprofitable conversation. One must come directly to the point with him, and by a few well-directed questions, is led to state the pith and substance of his business with-

out circumlocution, and when once it is fully before Mr. Blackstone his decision is almost instant and generally final. At the same time he is so cordial and considerate in his reception and treatment of visitors, that many of them have, in his case, found it "easier to do business with a railway president than with the average station agent."

In 1851, when he began his career in Illinois, Mr. Blackstone took up his residence in La Salle, and for several years he maintained a residence there. He was regarded as one of the most active and enterprising young men of that young and promising town, for his interest in public affairs was of the intelligent kind that prompts to the most loyal citizenship. This fact was recognized in 1854 by his election to the mayoralty of the town, and he filled the office with such ability and so much regard for the rights of all citizens that, had he been inclined to politics, he could doubtless have had about any degree of political preferment he might have accepted from the people of that town and its surrounding country; but the demands of the world upon him, he conceived, led him in another direction, and he would have no more of politics. The great Prairie State was to be checkered with railways, and they were to perform a wonderful function in developing all its resources, and his work in this great unfolding and enriching process lay before him. How eagerly he entered upon it and how grandly he has accomplished it the people of Chicago and the West know and will not forget while their interesting history lies on printed pages before them. In this city, where he has lived for so many years, Mr. Blackstone ranks among the leading citizens and is held in the highest esteem for those qualities which everywhere and always have been the bulwarks of true manhood. His life is a subject for admiration to his contemporaries, a lesson of the greatest force to youth. It illustrates the possibilities of America for Americans, enriches the business and commercial history of the West and casts radiance on New England, out of which he came, he and his like, bearing a message of progress and prosperity, not only to the West but through the West, and more directly through Chicago, to the whole world of brains and literature, of art and industry, of enterprise, and of hope for the greatest degree of human and civil liberty, which is exemplified nowhere else as here. Like a majority of the leading men of all lands, Mr. Blackstone believes that his life has been rounded out and broadened by a happy marriage. He found a worthy helpmeet in Miss Isabella Farnsworth Norton, a daughter of Henry B. Norton, of Norwich, Conn., one of the reputable and substantial merchants of that old New England town.

CHAPTER XIV.

SKETCHES OF CITIZENS.

Anson S. Hopkins. Speaking of the success of so-called self-made men, and the foundation upon which it rests, Wendell Phillips once remarked that "all good characteristics of such men are comprehended in the one word, faithfulness." To be faithful a man must be honest, he must be industrious, he must watch closely and serve well every interest entrusted to him. He must be faithful, not in a few great things, but in innumerable small ones. If it is true that there are many men in Chicago who are conspicuous as examples of this truth in their lives and achievements, Anson S. Hopkins is certainly one of them.

Mr. Hopkins was born in Vermont in 1851. His educational advantages were confined to attendance at a country district school until he was fourteen. At that tender age he was compelled to take up the battle of life on his own account. He met all the difficulties that confronted him resolutely, and entered into an arrangement by which he was to give to a farmer at Lyndon, Vt., his services for a period of five months in consideration of a stipend, insignificant, except that it secured to the boy a subsistence, if little more. Some of his associates bantered him as to his probably giving up the position after a few days' trial, and he determined not to leave it until the expiration of his engagement, and it may be added that he proved the material of which he was made by adhering strictly to that determination and serving his employer to the best of his ability.

At the expiration of his term of service he asked his employer for a letter of recommendation, which he received, and which he keeps to this day as a memento. It is briefly phrased as follows: "I can recommend Anson S. Hopkins as a very good boy and a first-rate milker." This unique document, while smacking somewhat of the humorous, was most seriously meant, and most sincerely expressed the farmer's appreciation of the very qualities and qualifications he most needed in a boy, and had found in this one. He was a "very good boy," and of course, was industrious and trustworthy. As a "good milker" he was desirable to any farmer who might need help, and it is to be borne in mind that this was a letter from a farmer presumably to farmers. It was evidence that the boy had, in the first position he had been called upon to fill, been faithful to the trust reposed in him, and as such Mr. Hopkins received and still prizes it.



Susan Hopkins

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In the following spring young Hopkins engaged for three years in a general merchandise store in West Concord, Vt. After two years' service, overwork and exposure brought on that painful disease, inflammatory rheumatism, which incapacitated him for work for three months, and when he recovered his late employer secured for him a position as entry clerk in a store connected with the scale manufactory of E. & T. Fairbanks & Co., at St. Johnsbury, Vt.

His services there were so satisfactory that after six months he was promoted to the position of general book-keeper, in charge of the merchandise books, which he retained about three years, relinquishing it only upon his elevation to the position of paymaster for the scale works, in which he served continuously six years, during which period he disbursed to employees of the concern about \$40,000 monthly, knowing each individual on the pay roll by name, and being regarded by each one of them as a trusted friend.

But the young man was anxious to rise in the world, and even this desirable position did not satisfy him. Securing a month's leave of absence, in October, 1877, he came West on a prospecting tour. Chicago had long been his ideal city, and when he saw it he was even more favorably impressed by it than he had anticipated. Returning to St. Johnsbury, he resigned his position, his resignation to take effect at the close of the year, and announced his intention to find something to do in Chicago.

At the beginning of the year he came back to Chicago, having a letter of introduction to Marshall Field from a mutual friend. Securing an audience with the merchant prince, he so favorably impressed Mr. Field that the latter recommended him to Henry Dibblee, his brother-in-law, with whom Mr. Hopkins accepted a position as book-keeper and general salesman, which, however, was not immediately open to him. He was not one to wait idly, and he took a temporary position in the office of Fairbanks, Morse & Co., who would gladly have retained his services, but, preferring to learn more of general commercial life, he took his place in Mr. Dibblee's establishment in February, 1878, thus beginning his active connection with an enterprise with the development of which he has been ever since helpfully and conspicuously identified, and which, in its line, is second to no other concern in the country, perhaps to none in the world.

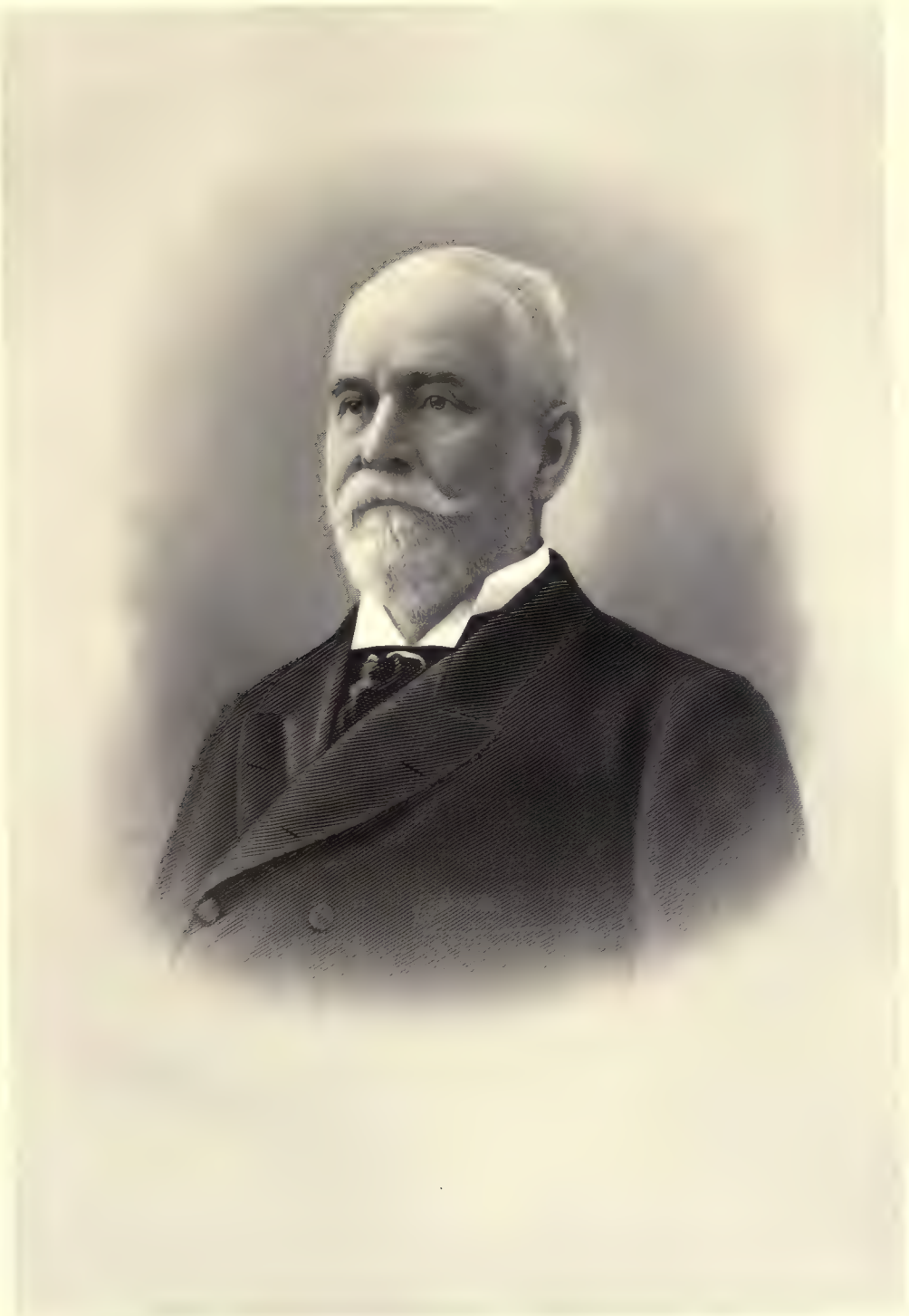
When Mr. Hopkins' connection with this great establishment began, the business was largely devoted to iron products, which was not exactly in accord with his wishes as to its scope and opportunities, and under his influence and management this then leading feature was gradually abandoned until, when, in 1886, Mr. Dibblee retired from active participation in the business and the Henry Dibblee Company was formed, it was wholly closed out, and the concern has since devoted its space and attention to importing, manufacturing and dealing in fine mantels, tiles and fireplace appurtenances of every description and of the most beautiful varieties, including a special line of the finest brass and onyx goods.

An idea of the extent of this business will be afforded by the statement that this house imports larger quantities of English tile than any other concern in America. A feature is made of specially designed work. Many of the best architects are glad, for reasons which will be apparent to any one familiar with their work and its conditions and requirements, to turn over to this company such items as mantels, sideboards, bookcases and, in some instances, fine pieces of furniture, to design and execute. In all such cases the general character and feeling of the architects' plans are adhered to, and such designs, when adopted, the company never duplicates for any one else.

When Mr. Hopkins assumed the management of this important enterprise the large acquaintance which he had secured in commercial circles enabled him to interest as stockholders in the company many of the wealthiest and best known of the local business men. In the season of 1893 the business of the company of which Mr. Hopkins was the head had grown to such proportions that he foresaw the necessity of increasing the capital stock, and in this view most of the stockholders coincided; but some of them did not, and when it became apparent that they could not be reconciled to Mr. Hopkins' progressive ideas, Mr. Hopkins decided to resign, which he did in August, 1893. He at once took a much-needed trip to Europe, and on his return awaited results as to the business he had built up. After a few months the entire business and plant was bought in by S. A. Barton, the owner of the building occupied by the company, and who was a stockholder in sympathy with Mr. Hopkins. A new company was then organized under the name of the Chicago Interior Decorating Company, and to Mr. Hopkins was tendered the important position of manager of the sales department. Relieved by this arrangement of the former disagreeable routine work of office and financial management, his entire thought, time and attention are given to the handling of the sales, particularly of large and valuable contracts in all parts of the country, and in this, which is really the most vitally important position in connection with the enterprise, Mr. Hopkins has given the house a standing which neither its predecessor nor any similar house in the country ever had. Under his able direction the trade of the concern has been extended far beyond Chicago into all portions of the Union, and as its controlling spirit the once farmer boy among the Vermont hills is, when scarcely in life's prime, in one of the best and most responsible positions in Chicago's great mercantile and commercial circles, an example alike of that large class of self-made men who have been the makers of America's greatness and of the invincible spirit that has animated Chicago all through her history, in calamity and prosperity, in fire, panic and good fortune.

Mr. Hopkins was married in 1876 to Miss Martha F. Leath, of Memphis, Tenn., and four children complete the home.

Charles Fargo. It has been said that the newspaper is the editor, and it might also be said, with equal truth, that the company is the manager. This fact is not



Chas Hargo

always recognized by the public, however, and the well-known names of the great companies are given all the honor and admiration that properly belongs to the person who made them. The great express companies which have become synonyms of financial solidity are excellent examples of this truth. Take the great American Express Company, for instance, almost as great as the post-office department itself, and while everyone knows the postmaster-general, how few there are who know the great generals of transportation and carriage to whom the greatness of its name is due. One of these, Charles Fargo, of Chicago, the head of the great Western department that includes all west of Buffalo, has spent over forty eventful years with this company, and has probably not been surpassed by any one man in his contribution to its marvelous growth and power.

The Fargo name, or Ferigo, as it is sometimes spelled in the original tongue, springs from the sunny peninsula washed by the blue waters of the Mediterranean and the Adriatic Seas. While Italy gave us the great discoverer of our native land, she has given us comparatively few of its colonists, but among those few were the ancestors of Mr. Fargo, who can, without difficulty trace his lineage to the ancient seat of the empire of Rome, the land of Garibaldi and Cavour. The American line, of which Mr. Fargo is a direct descendant, made a home in Connecticut, where his grandfather lived, and his father, William C. Fargo, was born. When William grew to manhood he became a corporal in the army of the War of 1812, and was stationed at Mackinaw, Mich. On his return he located in Onondaga County, N. Y., and married Miss Tacey Strong.

In their home at Watervale, of that county, was born their son Charles, on the 15th day of April, 1831. Spending his boyhood at home and in the public schools of the place, his adventurous spirit led him to begin an independent career at the early age of fifteen years. Going to Buffalo, he became a clerk in a book-store of that city, and held the position for two years.

In June, 1851, when he was twenty years of age, he began his Western career at Detroit, and as clerk for the American Express Company, entered upon a long and prosperous service of over forty years. Those *ante-bellum* days of service in the clerkship were the days of small things, not only for young Fargo, but for the company itself. The American Express Company's growth has been like that of the nation itself, so that this long service must be interpreted by that fact. In the course of the next fifteen years Mr. Fargo's genius for the management of the business of a great common carrier caused his rapid promotion so that he became the superintendent of the division covered in the State of Michigan.

In January, 1865, Mr. Fargo's brother was promoted to the general management of the whole company, with offices at New York, and Charles was sent to Chicago to replace him in the assistant management of the department of the Northwest. This position he held for the next sixteen years, and during all that period of vast extension in the West keeping pace with the railway development.

In 1883 he became manager of this division, which was now called the Western department and included all west of the city of Buffalo. For over a decade of his management the growth of the country has led to a fourfold development of their business. He has led all the manifold ramifications that have spread it over twenty-seven thousand miles of railway and added to its force until this department alone now employs an army of nine thousand men. The power to keep pace with the stupendous growth of the great West, the most marvelous recorded by history, was in itself a mighty test of his generalship, and he has borne the test. Since 1875 he has been also a director of the company, and since 1882 the second vice-president and a member of the executive committee. His only son, Livingston Wells, who graduated from Williams College and spent a year in foreign travel as a preparation for it, has now become his father's assistant general manager of the Western department of this great company.

Mr. Fargo's capacity as an organizer and executive have by no means been exhausted in the marvelous strides that the American Express Company has made under his leadership in the West. For twelve years he has also been a director in the Elgin National Watch Company, and also in the Northwestern Horse Nail Manufacturing Company of Chicago.

During a period of nearly twenty years' residence in the metropolis of the West Mr. Fargo has been prominently identified with its various public interests. He is a member of Christ's Reformed Episcopal Church, of which Bishop Charles Edward Cheney is the rector, and of the social clubs he has been an old member of the Commercial, the Chicago, the Calumet and the Washington Park, and charter member of some of them. He was married in 1854 to a lady of New York State, Miss Mary J. Bradford, the daughter of Harvey Bradford of Cooperstown, in Otsego County. The forty years of their married life has been blessed in a family of one son, who has already been referred to as a prominent official of the American Express Company, and three daughters: Irene, Adelaide P., and Florence B. Mr. Fargo is a Republican in his political convictions, and is one of the broad constructive generals of commerce who have made the name of Chicago a synonym of conqueror.

George Tapper. This gentleman has for years been identified with the building interests of this city, and the "New Chicago" owes much to his skill, as he superintended the construction of some of the first of the magnificent structures that have made Chicago's architecture famous the world over. His work in this line, however, dates prior to the big fire, and many of the fine buildings destroyed at that time were created and erected by him while he was a member of the firm of Mortimer & Tapper, which was well known in the city for nearly a quarter of a century. In the early days many contracts were taken and promptly executed by them that would have sorely puzzled many of their less progressive contemporaries, as the facilities for construction were not as thoroughly perfected at that time as they have been in later years.



Gro Tappin

Every class of building work was done laboriously and at a disadvantage, and the progressive tendencies of the times required ingenuity and tact to keep pace with the rapid advancement being made by the future metropolis of the country. At that time a five and six-story structure was looked upon as the limit to which a building should be carried, and it was not until 1881 that an attempt was made to put up a ten-story building, which was considered a marvel. The building referred to was the Montauk, and was erected under the supervision of George Tapper and his partner, who were accorded universal commendation for the manner in which the work was done.

Mr. Tapper was born in England in 1835, where he secured his early education. In 1852 he came to America, and arrived in Chicago May 16th of the same year. For a number of years he worked at his trade and did a general contracting business till 1864, when he entered into partnership with Wm. E. Mortimer and N. P. Loberg, who did a general mason contracting business under the firm name of Mortimer, Loberg & Co. Mr. Loberg retired from the firm in 1866, and the firm of Mortimer & Tapper existed until dissolved by mutual consent in 1888. In 1866 they built the Michigan Southern depot; in 1867 the Northwestern University at Evanston, and in 1871 the Grand Pacific hotel. Immediately after the great fire in 1871 their business was very extensive. They built the Kendall block on Washington and Dearborn Streets, the first and most important structure erected in the burned district. Here Mr. Tapper laid the first stone in the burned district after the great fire. It was photographed by Harper Bros., of New York. Mortimer & Tapper rebuilt the Michigan Southern depot and the Grand Pacific Hotel and erected other large structures of all kinds in different parts of the city. They built some of the finest churches in Chicago, among which are the Grace Episcopal, Third Presbyterian, and Union Park Congregational. They also erected some of the notable business blocks of the city, including the First National Bank building, the Commercial Bank building, the Grannis block, the Calumet building, the Home Insurance building, and the Rookery. Mr. Tapper rebuilt the Chamber of Commerce building, doing a large portion of the work himself. He awarded all the contracts for the other work, and was general superintendent of construction. The owners submitted the entire work to his care and judgment.

The Builders' and Traders' Exchange owes its existence, in a great degree, to Mr. Tapper, as he was one of its originators and largely instrumental in perfecting its organization. He was for three years a director of the Exchange and was for two years its president. During the past six years he has been treasurer of the National Association of Builders, and has been a delegate to every annual convention since its organization in 1886, which have been held in different large cities throughout the United States, and there is probably not a builder in the city who is more widely and favorably known. Mr. Tapper has for a number of years been one of the trustees of the Chicago Hospital for Women and Children, and has devoted considerable of his valuable time to the interests of the institution.

H. N. Higinbotham, born near Joliet, Ill., October 10, 1838, must be considered a pioneer of Northern Illinois, since his parents were pioneers of our sister county and himself an example of the State's commercial progress. The name of Henry K. Higinbotham occurs in the Will County tax roll of 1842, where he is credited with land in T. 35, R. 10, assessed at \$1,200, and personal property assessed at \$288. This old settler was born at Worcester, N. Y., January 10, 1806; married Miss Rebecca Wheeler, born in Columbia County, N. Y., in 1810, and in June, 1834, arrived in Joliet and purchased 160 acres of land on Hickory Creek. The same year he established a blacksmith's shop on his farm, and later a saw and flouring mill, known as Red Mills. In 1854 he removed to the town of Joliet and resided there until his death, March 13, 1865.

The son of this pioneer settler was educated at the school near Red Mills and at Lombard University, Galesburg, Ill. On the removal of the family to Joliet, in 1854, his schooldays ended and his business education commenced. In 1857 he entered the old Will County Bank as clerk, but in the fall of that year won a better position in the Joliet City Bank. Later he filled the position of clerk in a bank at Morris, Ill., and from the spring of 1859 to that of 1861 was assistant cashier in the Bank of Oconto, Wis. In April, 1861, he removed to Chicago and obtained a position as assistant book-keeper in the firm of Cooley, Farwell & Co., dry goods merchants, of which firm Marshall Field was then manager.

The shadow of civil war was then over the city, and in August, 1862, Mr. Higinbotham enlisted in the Mercantile battery which went from Chicago. A short time afterward he was transferred to the Quartermaster's Department, appointed chief clerk to the chief quartermaster of the Department of the Ohio, and served in that office until December, 1864, in West Virginia, Tennessee, Ohio, Kentucky and Maryland. In January, 1865, he returned to Chicago and presented himself to the head of the new firm of Field, Palmer & Leiter, was engaged as book-keeper, advanced steadily in the estimation of his employers, and in 1878 was offered a partnership in the house of Field, Leiter & Co. In 1881 he became a partner in the new firm of Marshall Field & Co.

At the organization of the World's Columbian Exposition in April, 1890, he was chosen a director. Although holding no other office at first, he became rapidly identified with the vast operations of that enterprise. Wherever close application, patience and knowledge of details became necessary his services were in demand, and his nature was such that he responded generously to every call. Although already noted as one of the most industrious and most severely taxed business men in Chicago, he was soon deeply engaged in Exposition work. He became chairman of the committee on ways and means, and in April, 1892, vice-president of the World's Columbian Exposition. At this time he was urged to accept the office of president, but declined for business reasons. A few months later, in August, 1892, an imperative call was

made upon him and he became president of the World's Columbian Exposition. At the same time he became chairman of the council of administration, a body composed of two directors and two members of the World's Columbian Commission, and charged with the entire administration of the affairs of the Exposition, except the Bureau of Awards. The latter office he held until the council disbanded, in November, 1893. The office of president he retained, and administered the affairs of the Exposition corporation until they were entirely wound up. The difficulty and excessive labors of these two offices can hardly be described. They frequently endangered his health. At the close of the Exposition Mr. Higinbotham gave \$100,000 toward the endowment of the Field Columbian Museum, founded by his partner, Marshall Field, and became one of the directors and chairman of its executive committee.

Mr. Higinbotham is a man of great capacity for substantial work, who, to speak figuratively, can always be relied upon, like a clearing house, to clear the decks of to-day for the battle of to-morrow. Born in what will be a suburb of this city before another half century passes over, he may be called a Chicagoan to the manner born. With business qualifications of the highest order and a commercial mind of the widest scope, he has proved himself equal to every task and faithful to every responsibility. Since locating in old Chicago, every day, with the exception of those spent in the service of the United States, has witnessed his earnestness in the work of the great firm with which he is identified. As has been already stated, he was offered a partnership late in the seventies in recognition of his most valuable services to the firm after the fires of 1871, 1874, and 1877, as well as for the able manner in which he controlled the credits of the house. He won the reputation of being an able "credit man" prior to 1871, but during the succeeding years his ability in this special branch of office work resulted in greater benefits to the firm and contributed largely to its wonderful success. The extension of trade territory, to keep pace with the settlement of the West and Northwest led, of course, to the expansion of trade and entailed work upon Mr. Higinbotham corresponding with the growth of the firm's business and the growth of the country. Late and early he labored to keep pace with the demands and gave the subject of customers' credits such close study that he became the barometer of trade, his mind compassing in an instant the present conditions of credit patrons and the future conditions which should control their obligations to the firm. His system reduced the losses of the house through bad debts to a minimum and raised the standard of the customers of the house to such a high place that to be known as a regular customer of Marshall Field & Co. has become almost a sufficient guarantee of financial position.

His busy life has not removed him from the world of philanthropy, society, literature and politics. It was in the spirit of the highest civic politics that he undertook the heavy burden of Exposition work which he bore so well. Connected as he is with many charitable and benevolent institutions, he does not work for them for

the sake of being prominent in good works, but rather for the pleasure it gives him and the good it does to others. The Newsboys' Home and the Home for Incurables are instances of his disinterested, manly charity for charity's sake. He was the early friend of each, and is now their benefactor. Of the latter he has been president since its organization, fourteen years ago. The chapel of St. Paul's Universalist Church was built by Mr. Higinbotham and a friend of his, and Marie chapel, a mission sustained by the Trinity Methodist Episcopal Society, is indebted to him for most liberal gifts. The society recognized this in naming the chapel for his daughter. His generosity is not bounded by religious lines, so that many great hospitals, orphanages, etc., are indebted to him for aid.

His home on the northwest corner of Michigan Boulevard and Twenty-ninth Street, is one of the most noteworthy residence structures in the city. Built of heavy granite blocks, upon broad and simple lines, it appeals to the beholder through the dignity and symmetry of its proportions rather than through any effort at ornamental or decorative effect.

In the spacious and beautiful interior, treasures of art and literature have gradually accumulated, such as adorn and add charm to a comfortable and luxurious home. Books, the usual companions and friends of the successful man who rises by his own exertions, are here in profusion, rare, costly and standard works. Hospitality to young and old, cheerful, graceful and bountiful, has been a characteristic of this house, as it has always been of its owner. Its walls have sheltered many guests of note, especially during the brilliant days of the World's Columbian Exposition.

It might be said of such a man that neither before him was found an example for his imitation, nor among his contemporaries one who can imitate him. His life is a mirror, where the youth of our country can see the ascent of merit up the mountain of honest determination. In his person he exemplifies commerce, philanthropy and good citizenship, and points out in a way which cannot be misunderstood, the only true road to success. He is a Republican in politics, and recognizes in this party the idea of national progress. For full thirty years he, although preserving independence of thought and judgment upon all party measures and avoiding at all times unreasoning partisanship, has given to it unqualified loyalty. His influence has always been directed toward the party's good and his wise counsel has not passed unheeded by the servants of the nation.

Hon. John A. Roche. This is the age of great feats of engineering, and in whatever line we may turn we are met by a new set of social phenomena that are due to it. Probably no one feature is more characteristic of these later days, of the nineteenth century than the vast use of machinery of every imaginable sort. From time immemorial the more progressive individuals of the human race have sought various means of saving their lower energies for the sake of using them on higher things. For centuries the work was thrown on animals, slaves and serfs, but slavery has been abolished



John A Roche

and men have begun building inanimate engines, more powerful than slaves, which do their bidding without complaint. The higher class of human mind is capable of directing far more than his own physical energies can perform, hence the downfall of slavery and the increasing number of such minds have driven this activity naturally to inanimate fields of power. The men who create and manage these great products of the engineer are the men of power of these days, and among them all is no better representative than the Hon. John A. Roche of Chicago.

Born at Utica, N. Y., on August 12, 1844, young Roche remained with his parents, William and Sarah Roche, until the age of sixteen years, in Massachusetts, when he graduated from the high school and then began an apprenticeship as pattern-maker with the Allaire Works, of New York. Here he spent three years and at the same time attended the night schools of Cooper Institute. For some time thereafter young Roche worked as a journeyman pattern-maker and then located in Boston as draughtsman and designer on steam work for J. R. Robinson. Three years spent in this position and two years in the great Corliss steam engine works closed his Eastern career.

In 1869, when he was but twenty-five years of age, he removed to Chicago and became a partner in the firm of James, Roche & Spencer at 195 Lake Street. He was, of course, caught by the fire of 1871, and for the next seven years their offices were at 251-3 South Canal Street.

It was about the year 1877 that he entered upon a more important work as the Northwestern representative of the big Cincinnati manufacturers of machinery, J. A. Fay & Co. This company manufactured wood-working machinery, handled the tools of the Putnam Machine Company, Blaisdell lathes and drills, Blake pumps, engines, etc., and Mr. Roche had sole charge of their business in the great Northwest, with such excellent results that within seven years from his first introduction to it their annual sales increased from about \$25,000 to \$700,000.

When he first began for the Cincinnati firm, in 1877, his broad executive ability had become so conspicuous in public affairs that he was chosen as one of the representatives of Cook County to the Legislature of 1877-8, in which he acquitted himself with his well-known ability.

During the next ten years Mr. Roche came to the front rapidly in the multitude of interests that fall to a man of such great administrative ability. It would be impossible to go into the details of his various activities. As an illustration of the esteem in which he was held by the public, and especially by his confreres of the Republican party, of which he has always been a strong member and worker, he was nominated for and elected to the office of Mayor of Chicago, a position far more important than the governorship of many commonwealths. His election was the reaction from the long acquiescence in the Harrisonian Democratic administration of this city. His service was one of the ablest and cleanest that the city of Chicago has known, notwithstanding the persistent opposition of the rival party, and especially,

considering the fact that Chicago was passing to the million mark in population during his administration and receiving some of her largest additions in territory.

The great movements of late years toward elevated street railways in Chicago have enlisted his aid also, and one of the pioneer efforts of this kind, the Lake Street Elevated Road, secured his services as president. Under his guidance this great means of interurban transportation to the vast West Side has been developed to successful issue and is now one of the great means of outlet to that part of the city.

Mr. Roche is an active and popular member of the famous Union League Club of this city, and also of the Illinois Club. Indeed, he is one of those great leaders who have made the New Chicago what it is, and has been among those who have raised her from her bed of ashes.

In 1871 occurred his marriage to Miss Emma Howard, of this city, on the 22d day of June. Their family has been blessed with four children, the eldest of whom, William Howard, is deceased. Those now living are Cora E., Helen M., and John A., Jr.

Hiram P. Thompson, ex-superintendent of the Money Order Division of the Chicago Post Office, and one of the organizers and vice-president of the Lake Street Elevated Railway Company, was born in the town of Wilson, Niagara County, N. Y., December 9, 1842. His father, John Thompson, was born in Scotland in 1817, and coming to America, located for a time in Canada. Thence he removed, in 1842, to Wilson, Niagara County, N. Y. He was a successful farmer, contractor and business man and influential as a local politician. He was an uncompromising Republican, and was so highly regarded by his party that he was elected to numerous town and county offices, all of which he filled with the greatest fidelity and credit. He died in Porter, Niagara County, N. Y., in 1874. Mr. Thompson's mother was Elmyra (Cornell) Thompson, who was born in New York, April 4, 1823, and still lives on the old Thompson homestead in Niagara County, N. Y.

Mr. Thompson's earlier years were passed as a member of his father's household. There is no probability that he was lonely, for he was a light-hearted, merry boy and had the companionship of fifteen brothers and sisters from first to last. When he was large and strong enough, he began to assist about the work of the farm, and he was thus busied in the spring, summer and fall, attending the "district" school during the winter months until it was thought he was far enough advanced educationally to become a student at an academy, which he attended for one term. His schooling was cut short in the same manner as was that of many a patriotic youth of his time. The war began, and the call to arms was felt by him to be more imperative than any other demand upon him. He was a little nearer nineteen years old than eighteen, a mere boy in years, but a man in feeling, when, August 19, 1861, he enlisted as a private in the Forty-ninth New York Volunteers. He served with the gallant regiment three years and ten months, was wounded at Fredericksburg, and was mustered out of the

service with the rank of orderly sergeant. At that time he was a voter, and he had won right royally his right of suffrage.

In September, 1865, three months after leaving the service, he came to Chicago and obtained employment as a clerk in a grocery store. He worked faithfully for a year, and at the expiration of that time was enabled to embark in the grocery trade on his own account, and later he took his brother into partnership with him. They built up the large and successful grocery business of Thompson Brothers, at 1070 and 1072 West Lake Street, one of the most popular and best patronized in that part of the city, of which his brother is the active manager. He was also for a time engaged in buying and selling real estate and negotiating loans. He is the owner of considerable residence property on and near Washington Boulevard, from which he derives a comfortable income. He was one of the organizers and was for six years a director, and is now vice-president of the Lake Street Elevated Railway Company, and has at different times been prominently identified with other important interests and movements.

Reared in a Republican atmosphere, he had risked his life for the maintenance of Republican principles, and when he took up his duties of citizenship he cast his lot with the Republican party and has been active and influential in politics. He was elected to the common council of the city for four years, 1877-81, and was elected to the reform council that succeeded the Colvin administration. He was for three years chairman of the committee on fire and water, was treasurer of the Police and Fireman's Benevolent Association for a like period, was assistant commissioner of public health under Mayor Roche for two years, and for over four years was superintendent of the Money Order Division of the Chicago Postoffice, and in that capacity disbursed about \$18,000,000 annually. He was for one year commander of George H. Thomas Post, G. A. R., and for the same length of time assistant adjutant general of the G. A. R. under General Philip Sidney Post; was for one year vice-president of the Union Veterans' League, and for the past nine years has been president of the G. A. R. Building and Loan Association, one of the most prosperous in the city. He was president of the Cumberland Gun Club for a year. In Masonry he takes high rank and is most prominent, being a member of Garfield Lodge, A. F. & A. M., and York Chapter, Royal Arch Masons. He is a member of the executive committee of the Army of the Potomac, and a member of the National Union, Council No. 6.

Mr. Thompson's career is that of an essentially and successfully self-made man. As a boy in school, as a very youthful soldier, as a business man and man of affairs, as a public official and as the conservator of corporate and beneficent interests, he has fulfilled every trust reposed in him with the greatest faithfulness, and to his credit and the satisfaction of all others concerned. He is the friend and associate of, and has long been a co-worker with, those men who have built up the Chicago of the Columbian year, the city which is at the same time the admiration and wonder of the

world and the coming metropolis of that best half of the world which is the cradle of liberty, the theatre of enterprise and the hope of every patriot heart. Mr. Thompson was married, in 1869, to Miss Dora Cornell, a native of New York, and they have a son, Clarence H. Thompson, a bright and promising youth of fifteen, who is a student at St. John's Military Academy. His residence is at 846 Washington Boulevard.

Hon. Thomas B. Bryan. The useful and respected citizen whose name appears above needs nothing in the way of introduction to Chicago or the world at large, yet no work purporting to give anything like a biographical record of Chicago's leading and representative men could be adequately planned without a reservation of space in which to record in some fitting manner the noteworthy achievements of this good and brilliant citizen, and nothing in historic vein could be written of the Columbian Exposition that did not include his name and some account of his distinguished services in behalf of that great event of universal interest, services which have reflected luster, not only on his city, but on his State and country, and in different ways, always helpfully, he has been active in the progress of the past forty years, a period fraught with much of grave import to America and to the world.

Mr. Bryan is descended from old and distinguished Virginia families, and was born in Alexandria, December 22, 1828. His paternal grandfather was Maj. William Bryan, of Rockingham County, who won and bore his title gallantly in the war of 1812-14, and represented his part of the "Old Dominion" for many years in the Virginia Senate. Away back in the thirties his father made the first speech ever delivered in the Senate of Virginia advocating the liberation of slaves. Hon. James Barbour, a brother of Mr. Bryan's mother, was Governor of Virginia, minister to England, Secretary of War, and United States Senator, and was otherwise distinguished. Hon. Philip Barbour, another maternal uncle, was speaker of the National House of Representatives and justice of the United States Supreme Court.

Those who have heard some of the striking oratorical efforts of Mr. Bryan will not be surprised to learn that even as a boy he excelled in public speaking, and men are yet living who listened with as much surprise as interest to his addresses to the soldiers about to depart from their Virginia homes for service in the war with Mexico, delivered before he had crossed the invisible line which marks the boundary between "the teens" and the maturer years of manhood. He was duly sent to Harvard, and there graduated in law, but his studies in that line do not appear to have kept him busy, for during his college days he wrote a grammar for German students as an aid to the study of English. Indeed he has always evinced a decided partiality for the German language, of which he is a thorough master, and he has since those days made many speeches to Germans in their mother tongue.

Upon attaining his majority he located in Cincinnati, and became the law partner of Judge Hart, one of the most prominent men at the bar of that city. In 1852, forty-one years ago, he came to Chicago, and from that day to this, he has been one

of the most conspicuous figures in Chicago's growth and development. He formed a law partnership here, with Judge Taft, now of Michigan, and later with John Borden, under the style of Bryan & Borden. Mr. Borden was, during all the active years of his practice here, until his retirement with a competency, recognized as the leading real-estate lawyer at the Chicago bar. Mr. Bryan also early acquired important real estate interests.

Some of Mr. Bryan's earlier achievements foreshadowed the successes which he has helped to insure in these later days, when his name is known throughout civilization through his prominent and helpful connection with the Columbian Exposition. When the growth of the city was threatening to encroach on the borders of the old cemetery, he bought land and founded Graceland Cemetery, a beautiful burial place, of the board of directors controlling which he was long president. When the old Metropolitan Hall became inadequate to the wants of the city, he built Bryan Hall, where the Grand Opera House now stands, which was for some years the most popular place in the city with patrons of concerts and other entertainments, and was the scene of the great and historic "war meetings" held in Chicago. Other enterprises of scarcely less importance were projected or materially aided by him. He was the founder of the Fidelity Safe Depository of this city, the first safety deposit vault in Chicago, which passed through the great fire intact, saving many millions in money and securities.

Had he not thought seriously on the subject in a purely independent way, the example of his father would have made him an Abolitionist from his very youth. Though born a Virginian and loving Virginia like a loyal son, he loved the old flag more, and he manifested his Union sympathies as soon as the bare possibility of civil war began to be discussed. He was chosen by leaders in both political parties to deliver the address of welcome to Hon. Stephen A. Douglas, in the great wigwam when, just before that great man's death, Chicago accorded him an ovation in recognition of the truly patriotic manner in which he accepted his defeat in the campaign of 1860. During the progress of the war, Mr. Bryan devoted his time and means most generously to the Union cause, and as a member of the Union Defence Committee he was active in fitting out regiments for service, and in recognition of his services the "Bryan Blues" of the One-Hundred-and-Fifth Illinois Infantry were named in his honor, and he was chosen by the Loyal Legion as one of the three or four honorary members of the Illinois Commandery.

He was no less zealous in caring for the sick and the wounded, and at the close of the war he was president of the great Sanitary Fair in Chicago, which cleared \$300,000 for disabled soldiers. The success of this wonderful enterprise was due largely to his ability, the confidence with which he inspired the public and his happy faculty of harmonizing the conflicting interests of the various officers and committees. The Soldiers' Home of this city was built under his direction, and he advanced much

money to aid it, and acted for a number of years as its president. He purchased for \$3,000 the original copy of President Lincoln's emancipation proclamation, to be lithographed and sold in *fac simile* for the benefit of that institution; but the document was unfortunately deposited with the Chicago Historical Society and destroyed with the books and archives of that institution in the great fire of October, 1871.

For some years after the war Mr. Bryan was traveling with his family in Europe. On his return, at the urgent demand of friends of law and order, who knew something of his capacity, influence and unswerving integrity in the management and straightening out of complicated affairs of magnitude and importance, he was appointed a United States commissioner, with Gov. Denison, of Ohio, as a colleague, to succeed retiring Gov. Shepard, to administer the government of the National Capitol. His conduct in this responsible position was characterized by ability and economy and he would have been continued in the office had he not resolutely declined to serve longer, in consequence of the complication of his private affairs by the great fire. He at that time returned to Chicago and has since had his office in this city, and his home in the beautiful suburb of Elmhurst. Upon resuming the practice of his profession he associated with him Mr. Azel F. Hatch.

When the agitation for locating the World's Fair in Chicago was begun, Mr. Bryan drafted the resolutions that were adopted at the first meeting in the common council chamber. During the succeeding summer and winter, as chairman of the committee on national agitation, he devoted nearly all his time, without compensation, to the advocacy of Chicago's claims as the site of the proposed Exposition, delivering many addresses during that period in the Eastern and Western States. His eloquent address in debate before the United States Senate committee, in response to Hon. Chauncey M. Depew, who appeared before the committee to advocate the claims of New York, and St. Louis' distinguished representatives, has passed into history as a most able and eloquent effort.

Before the following session of the Illinois General Assembly, he was most efficient in advocating the \$5,000,000 act. For more than three years he has served as vice-president of the World's Columbian Exposition directory. Late in 1891 he was sent abroad as a special commissioner of the Columbian Exposition, to promote its interests throughout Europe, and the work that has been done, and done effectively, in behalf of the World's Fair by this courteous, scholarly and brilliant man can scarcely be computed. For this, if for no other, service he would ever be held in grateful remembrance by Chicagoans and by the well-informed and patriotic people of the whole country, and Chicagoans have countless other reasons for giving him a conspicuous place in Chicago's grand history.

Mr. Bryan was married, in 1851, to Miss Byrd Page, of Virginia, who was even then admired for the graces and accomplishments which afterward made her a leader in Washington society. They have two children living. Hon. Charles Page Bryan,

their son, after reading law and being admitted to the bar, followed a natural inclination for journalism and literature. He was president of the Editorial Association of Colorado, and a member of the legislature of that State. Since then he has represented his district in the general assembly of Illinois and been honored by appointment to the military staff of the Governor of Illinois. Their daughter possesses many accomplishments, notably in the direction of music and painting. She excels as a performer on the harp, and was a favorite pupil of the late Mr. Healy, the eminent portrait painter. Mr. Bryan's home life has always been peculiarly happy, and it has possessed an attraction for him that has been most potent through a long and busy public life.

From youth Mr. Bryan has found his most satisfying recreation in his books, and his conversation and his public addresses show him to be not only deeply read, but widely and accurately informed by observation, equally familiar with our own affairs and those of foreign nations, with a firm grasp on every important subject, and a clear understanding of all its intricacies. It is this extensive range of knowledge, which, together with his superior executive ability, made him so great a factor in furthering the interests of the Columbian Exposition. One of his most distinguishing traits is an interest in everything pertaining to human advancement and man's work for man, which is rendered effective by a generosity that scarcely considers pecuniary cost when results of great popular benefit are to be obtained.

C. Everett Clark. The best possible test of merit is that continuous, uniform success which follows the application of energy to a particular line of thought or action. In such cases it is idle to declare that chance is responsible for the result; it is only necessary to look beneath the surface to find the qualities which have had sufficient power to combine elements and conditions and weld them into unity and harmony. No man rises steadily through a long term of years to a successful and useful life who does not, as he advances, master the primary forces which envelope his calling, and which eventually decree his victory. This is true of C. Everett Clark, as it is of all the other really great men of Chicago. Unquestionably, he is now one of the greatest contractors and builders in the United States, but to discover the secret of his success it is necessary to go back in his life and view his beginning, training, bent of mind, character and energy.

The "Old Bay State" was the scene of his nativity, about fifty years ago was the time, and the place was the quaint old town of West Townsend in the county of Middlesex. This was not far from Boston, the modern Athens, and the seat of learning in the United States. But young Master Clark was educated in the common schools which down East, by the way, gave the rudiments of scholarship with a thoroughness, under Solomon's specific of "spare the rod and spoil the child," that could not be despised. The foundation was thus well laid, but the designs of the intellectual structure were changed, for, while yet a mere boy, necessity forced his father, who was a

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farmer by occupation, to apprentice him to a Mr. Lawrence, at Shirley, Mass., to learn the carpenters' trade. It seemed in this case that "necessity was the mother of invention," as the boy was put upon his merit and his wits. He soon acquired the elements of his trade, and not long afterward started out for himself, and did a steadily increasing business until 1874, when he established an office in Boston, which he yet maintains.

His business grew so rapidly in a westerly direction, that he very soon found it to his advantage to establish other offices at both Chicago and St. Louis, which was accordingly done, the office in this city now being, probably, his most important one. It is located in the elegant new "sky scraper" called the "Chicago Title and Trust Company's building," at 100 Washington Street, which building was built by Mr. Clark, as narrated farther on. Mr. Clark's business grew as his skill grew. He was not content to plod, but soon went to the depths of his profession and mastered all the details of the art of building, but not without great effort, for "there is no excellence without great labor." It was not long before he was known far and wide as one of the most efficient and successful builders in the United States. His services were in demand and his estimates and proposals distanced many an ambitious competitor.

During the great building era in Kansas City, he erected many of the important business blocks and beautiful residences of that thriving city. Throughout all the East and the West, in the largest cities, may be seen the evidences of his labor and genius. In the East he built the beautiful residences—palaces in fact—of Pierre Lorillard, Catherine Wolf, Ogden Goelette, and W. R. Vanderbilt, at Newport; the costly home of Hollis Hunnewell, at Wellesley, Mass.; and in the West the fine residence of Samuel Cupples, at St. Louis, the most artistic and beautiful home in Missouri. He constructed five enormous warehouses in St. Louis, the St. Louis Club House, and is now engaged on the large and beautiful St. Louis Security building. The fine New England building and that beautiful architectural structure, the new Coates House, at Kansas City, are his work. In this city he built the tasty residence of Rev. Father Gill, at the corner of Cypress and Twelfth Streets, the tall Chicago Opera House building, and is now engaged on the Boyce building of fourteen stories, the Teutonic building and a large structure for Huck & Young. Many other buildings in this city attest his fidelity and ability as a contractor and builder. Not the least important of his contracts is the Massachusetts State building for the Columbian Exposition, a large, magnificent structure requiring the highest talent and skill, modeled after the old John Hancock house. He has constructed buildings in fourteen different States, and no contractor in the United States is better known or stands higher in point of business reputation or professional character. His modesty is as pronounced and characteristic as his invincible honesty. At Grand Rapids, Mich., the fine structure known as the Michigan Trust Company's building, is the result of his careful and methodical work. But his masterpiece thus far, his crowning work to date, is the

great Title and Trust building of this city. The following is an account of his work in this great building, which appeared in the Chicago *Inter Ocean* of April 25, 1892:

"Title and Trust Building. Beat the Record—Won the Bonus! A happy man last Saturday afternoon was C. Everett Clark, the contractor, when in the presence of the owners of the great Title and Trust building, just being finished, at Nos. 98 to 102 Washington Street, he was handed a substantial bonus along with their thanks. It was all the reward for his unprecedentedly quick time and admirable work in bringing to substantial completion in scarcely nine months, this splendid, new seventeen-story addition to Chicago's commercial palaces. He had been assured that, provided he accomplished by April 20th a certain stage of his contract, which covered the entire construction of the building, he should get a \$5,000 purse, extra, and he went to work and won it, knowing also that if he failed he would suffer a large forfeit. His looks as well as his words, on receiving the glittering prize from the hands of President David B. Lyman, of the Chicago Title and Trust Company, showed that he appreciated the rare compliment.

"Naturally Mr. Clark felt not a little proud of his achievement. He was supposed to build the structure from the second story up by the date named, and he did it, except for a few changes, and taking it altogether it was a most memorable performance, the most expeditious work ever accomplished in this country, operations having begun on July 13. Considering the building's location, without any great street frontage to work on, it is a case of astonishing celerity, and people who are fair-minded about it, say it breaks the record. In all respects a most judicious selection was made when C. Everett Clark was given the general contract for the building, since he is one of the most prominent contractors in the country, reliable, responsible, and able to successfully carry out all his undertakings. He has indeed a national record, being known from one end of the country to the other.

"The beautiful façade of this seventeen-story, fire-proof building, which is 60x183 feet and 198 feet high, speaks eloquently for itself. The first four stories are of rock-faced stone, and of Romanesque design, and the rest gray pressed brick and terra cotta. The architectural treatment is very rich, the carvings about and above the low-arched, massive entrance being especially artistic. The capitals of the pillars and pilasters which rise singly and in pairs, sometimes in slender shafts, to the height of the fourth story, show a wealth of sculpture and variety. For the first story, aside from the great entrance, the treatment is Cyclopean in its simple solidity and use of great blocks of stone, the somberness relieved by a beautifully carved entablature, as chastely done as any mural monument in cathedral nave. Here and there, high up on the walls, peer forth examples of still life, the lion's head evidently denoting the fidelity of all trusts which characterizes the great corporation which has reared this landmark, while the smiling human face that is chiseled above as clearly typifies that ever-increasing multitude of happy Chicago mortals who shall here have their title deeds assured. At the base of the fifth story the stone work swells out into two great massive pedestals, from which spring the bays, mounting straight away toward the clouds, to the thirteenth story, and ending in a beautiful Corinthian finial, like a burst of pyrotechnic stars at some royal fete. Especially impressive also is the building's arrival at its lofty sky-line, where the massed embellishment has the effect of a triple cornice. The offices throughout are as light as day."

Mr. Clark was united in marriage to Miss Jennie Ward many years ago, and by her has one child, Charles. Mr. Clark stands high in Masonic circles, having reached the Commandery. He is a social gentlemen of much reserve, but with a warm heart and a kind word for all. He is an honor to his profession and to the city.

George Messersmith. The Messersmith family of America traces its origin to the Messersmiths from Hesse-Darmstadt, Germany, who settled early in Pennsylvania. More than fifty years ago Philip Messersmith, father of George Messersmith, of Chicago, located at Peoria, Ill., then only a crude country village, where he was for a time engaged in running a ferry boat, and later became well known as a stone and brick mason, and died at the age of eighty-six.

George Messersmith learned the mason's trade under his father's instruction and was most thoroughly trained in its every detail. It was in 1863 that he came to Chicago for the first time. Finding no employment that suited him better, he worked during the winter of 1863-64 for Richard Cole, a cooper on Archer Road, now Archer Avenue. At the age of twenty-four he accepted the responsible position of foreman for Valentine Jobst, a general contractor, at Peoria, in which capacity he was employed for some time at \$5.62½ per day.

In January, 1872, after the revival of building succeeding the great fire, he came to Chicago again and entered upon a career as a mason contractor which has made him known as one of the leaders in that line, and for nearly a quarter of a century he has been identified with the building interests of Chicago as intimately and as prominently as any other contractor.

Mr. Messersmith is a man of such whole-souled geniality and so much real friendly interest in humanity that he attracts and gains the favorable opinion of all with whom he comes in contact. He is a self-made man in a business and financial way, and as such ranks among the many resolute and far-seeing men who, in advancing their own fortunes, have been truly the builders of Chicago. His public spirit has been many times demonstrated, and his interest in everything that pertains to the growth and welfare of the city is deep and abiding. He is well known socially and as an influential member of the Independent Order of Odd Fellows.

He has been twice married, and has a son and a daughter by his first marriage, and two sons, aged fourteen and sixteen respectively, by his second marriage.

Benjamin F. Chase, the pioneer sign painter of Chicago and the West, was born at Webster, Worcester County, Mass., October 14, 1830. His father, John Chase, a carpenter and builder by occupation, was born in Massachusetts in 1800, lived at Webster for sixty years, and died there in 1869, and his mother, Mary Dean Chase, died in Vermont, when he was a child, aged about thirty-eight. Until he was fifteen years of age, he attended the public schools. In 1845 he came to Chicago with a sister and a brother-in-law. Immediately after his arrival he went to Barrington, Cook County, where he worked for his board and attended school in the winter



Small, faint text, possibly a date or location, located below the portrait.

George W. Persimith

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months of 1845-47, and returning to Chicago during the spring, summer and fall seasons, to complete his knowledge of sign painting. Soon afterward he located permanently in Chicago and during the following winter he taught an evening school for boys. About this time he obtained a situation with Thomas Shergold, a general house and sign painter, at 109 Randolph Street. At the annual exhibition of the Mechanics' Institute, in 1848, he received the prize for the best apprentice work there shown, his work being acknowledged to be better than any journeyman work exhibited. On March 1, 1849, he entered into partnership with his employer, under the firm name of Shergold & Chase. On May 1 following they changed their place of business to 108 Randolph Street. The partnership continued about a year and a half, at the end of which time Mr. Shergold presented Mr. Chase with everything connected with the business, including the good will, and retired from the firm. About the year 1857 Mr. Chase formed a partnership with David T. Walker, under the firm name of B. F. Chase & Walker. In addition to sign painting they carried on the wall paper trade, both wholesale and retail, and prospered in both branches of the business up to the fire of 1871, which destroyed their building. Mr. Chase immediately erected a temporary place of business on the old site. Although Mr. Chase lost heavily by the fire and realized nothing from his insurance policies, yet his business steadily recovered, and in time even far exceeded its former proportions. In sign painting he undoubtedly carried on the largest business in the United States. As soon as possible a store at 125 Fifth Avenue (a large and handsome marble front building, consisting of four stories and basement), was erected by Mr. Chase for his own use and was occupied by him until his removal to a more advantageous location at 176 Madison Street. Mr. Chase's prosperity is due to his earnest and undeviating pursuit of the high standard he has set before him. The same consistent character is exhibited by his patient advancement in school and his faithful performance of the obligations of his maturer life. While he has never permitted himself to be placed in public life, he has always given cordial support to all measures tending toward the development of the city. He is a Republican, but has not taken an active part in politics. He has been a Mason for over twenty years; was a member of Blaney Lodge, No. 271, and is now a member of the Consistory. He has also been connected with the Odd Fellows for over forty years, and is a member of Excelsior Lodge, No. 22, and of Chicago Encampment, No. 10. Mr. Chase was married in Chicago in 1852 to Miss Lovina W. Lamb, of Ashtabula County, Ohio. Of their six children, three boys and a girl are living, two sons having died. Those living are Fred L., Charles A., Benjamin F. J. and Clara L.

Andrew M. Mangson, a prominent citizen and general contractor in the city of Chicago, and also throughout the country, was born in Sweden on October 9, 1842, and there he was educated and learned the carpenters' trade. In the spring of 1868 he emigrated to the United States and located in Chicago, since which time this city has

been his home. His success here has been such as to be another added to the many demonstrations that the men of Sweden are peculiarly fitted to achieve business triumphs in America, where they have come to be known as good, honest, industrious and enterprising citizens. In 1871 Mr. Mangson began the contracting business in Chicago, and in February, 1891, engaged in sash, door and blind manufacture, employing from twenty to sixty men, as his work demanded. He sold out this business in 1892 to Goodman & Tromper. The work of Mr. Mangson in the way of carpenter contracting has, for the most part, been that of erecting factories and business blocks. However, in his twenty years' business, he has put up many residences and done the carpenter work for fourteen school buildings in the city. Among the many hundreds of structures he has erected may be mentioned a large building on Superior Street between Wells and Franklin, for the Newberry estate, and one for the same estate at the corner of Illinois and Franklin; two buildings for the Adams & Westlake Manufacturing Company; a large building for Mr. Cox, at the corner of Erie and Wells Streets; a building for E. W. Blatchford, at the corner of Clinton and Fulton Streets, and a linseed oil storehouse for a Mr. Gates. He also did the carpenter work for the Western Wheel Works. His contract for this plant amounted to about \$50,000. He also erected the school building on Sheridan and Weage Streets, the school building on Augusta Street and Washtenaw Avenue, a store building and two residences on Evanston Avenue and Melrose Street, a "flat" building for Mr. Drew on Wrightwood Avenue, and many others equally prominent. His business in 1893 and 1894, until September, amounted to about \$130,000. He has been a member of the Builders' and Traders' Exchange since soon after its inception. He has made his own way in life and been remarkably successful, having a well-established business and valuable property, on Schiller Street, on Wells Street, on Buckingham Place and near Evanston Avenue.

Recognized as an enterprising, upright and honorable man of good business qualifications, he is well and favorably known in Chicago and throughout its surrounding country. In politics he is a true Republican and wields considerable political influence among his people. Many movements tending to the public good have had his support, and he is known as a liberal and helpful citizen in all relations with his fellow-men. In 1871 he married Miss Sophia Wickstrom, and to them these children have been born: Edward W., Theodore L., Florence V., George and Leonard (deceased). Mr. Mangson is a Christian and has directed all his enterprises with that fact in mind. Coming to Chicago poor, he has amassed a considerable fortune.

The Ludington Building on the southwest corner of Wabash Avenue and Harmon Court, as designed by Messrs. Jenney & Mundie, was completed in the spring of 1893, on the site of the Ludington residence, which was erected in 1858. It has a frontage of 125 feet on Wabash Avenue and 165 feet on Harmon Court; is eight stories or 125 feet high, with basement; strictly fireproof in construction, and of a style of architecture



THE LUDINGTON BUILDING.

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in keeping with modern Chicago. In the iron-concrete foundation piers no less than 1,100 tons of steel rails and beams were used, and in the whole building 3,250 tons. The steel pillars, which carry each story, are incased in fireproof or hollow tile, as are the floor beams, while the floor-arches and partitions are constructed of the same enduring material. The exterior is in terra cotta, designed specially for this great building. Within, it presents all the appointments of a great modern warehouse, for which, in fact, it was designed.

William Harlev & Sons. Chicago is pre-eminently a city of generals—generals of commerce, generals of manufactures, generals of construction and what not. The small salesman has a modest occupation, looked upon as comparatively humble, until he becomes a manager and employer of men on a large scale. Then is when he proves his ability as a general, and then it is that his occupation is no longer humble, but abreast of those of the leaders of all countries, for the powers of generalship are most highly prized by everybody, everywhere, never more so than in these days of extreme resort to organization. This is equally true in the lines of manufacture and construction. The maker becomes the general of manufacture and the carpenter becomes the general of construction. It is a promotion like rising from the ranks of the army through the offices of captain and colonel to that of general. Such are the members of the Harlev family of father and sons.

The Harlevs are of Danish origin, or rather Dano-German origin, for the Schleswig-Holstein region became a part of Prussia under Bismarck's manipulation. In Schleswig, or Schlesvig, as the Dane has it, there was in the early part of this century a prominent "pedagogue of long ago," Jans Andreas Harlev, who married an Irish lady, Elsie Catherine Hennings, by name. Seven years before the old teacher's decease, in 1844, they had a son born to them, whom they named William, and who was to become a great contractor in the New World's western metropolis in later years, where his mother was to find a home with him in her old age and follow her husband, as she did in 1884, to her last resting place.

Born in 1837, young William was but seven years of age when his father died, but he received an excellent education in his German home, and was taught the trade of carpenter. At the age of twenty years, or in 1857, he joined the universal movement to America and located in the city at the head of the lakes. For the first two years young Harlev engaged as clerk in a general store and gained an experience that was to be of great service in later days. At the end of this time, however, he became attracted to that Northwestern State which is so partial to North Europeans, Minnesota, and for the next two years, or thereabouts, he was occupied there in growing from a carpenter into a general of construction, enlarging his contracts from that of smaller carpentering dealings to those of railway and general contracting.

The year of the great catastrophe that laid Chicago in ashes and proved her ability to rise from the flames, phoenix-like, also suggested to Mr. Harlev the great

opportunities in the clothing trade on the West Side. Joining his brother-in-law, under the firm title of Harlev & Johnson, clothing dealers on Milwaukee Avenue, they continued with an extensive trade for the next eight years.

In 1879, however, Mr. Harlev returned to his first love, as a contractor, in which capacity he has since won so enviable a reputation. His experience seemed to be ripe for bold work on a large scale. From year to year he secured contracts for and erected some of the largest buildings and works, and laid some of the finest brick pavements to be found in the city or State. Indeed, his brick pavement operations have been very extensive, while some of his miscellaneous public works over the State may be illustrated by the Quincy (Ill.) City Hall, the Newcomb Hotel of Quincy, the new Soldiers' and Sailors' Home of that city, and also the new Insane Asylum of Chicago. His operations are not confined to this State, however, but cover various parts of the Mississippi Valley, and his promptness and efficiency, his skill and reliability, have won medals of recognition from several commonwealths, a gold one from Ohio, a like one from Texas, and one in the form of a silver brick from Montana. His successes easily secured him contracts for several of the State buildings of the World's Columbian Exposition of 1893. Among them were the buildings of Illinois, Texas, Ohio, Montana and Utah, and that of the Australian province of New South Wales. The masterpiece of these operations, however, was that greatest of the buildings representing commonwealths, that of the State of Illinois. This structure was one of the cardinal dominating structures of that marvelous collection. Its position at the boundary of the northern vista from the Court of Honor made it almost as conspicuous as the Administration Building itself. In the form of a Greek cross, whose respective axes were 450 feet by 285 feet, its dominant feature was the lofty dome of 125 feet, whose basal diameter was 75 feet, and which was surmounted by a gleaming light 12 feet in diameter and 35 feet high. To say that 3,000,000 feet of lumber and 1,300,000 pounds of iron were used in the construction of this mammoth structure will be to suggest its vastness. That this and others of these great buildings were constructed promptly, and with satisfaction to all concerned, is a proof of the generalship of both William Harlev and his son Alfred, for the Exposition work was done by them as a firm. If illustration were still further needed, it could be found in the fact that in the long period of employment of multitudes of men they have never had a strike and have always used union men. One fact that has, no doubt, contributed to this end is this, namely, that no irregularity has ever interfered with the customary promptness in handling pay-rolls. William Harlev is one of those employers who, with kindness, seek the good of the employe as well as of the contractor. Arriving in this country with but \$10 in his possession, Mr. Harlev has remembered the rights of his men, and the fact that he is now wealthy and a large owner of real-estate shows the wisdom of such a course when joined with ability as a general.

Mr. Harlev is a member of several fraternal and insurance organizations. Among



William Harlow

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Alfred Harlow

them are the various orders of Masonry, including Knights Templars and the Thirty-second degree; also the Odd Fellows and the Knights of Pythias, in a lodge of which latter he is past chancellor; the list further includes the Elks, the Red Men, the Mystic Shrine and others. In politics he is a Democrat. Of Mr. Harlev's family his two sons, Alfred and William, Jr., have already won their reputation in business.

Alfred Harlev, the junior partner of the firm William Harlev & Son, and now practically the manager of the company, is the elder son of William Harlev, and was born while the family were living at Blue Earth, Minn., in the year 1859. At an early age young Alfred was sent back to Mr. Harlev's fatherland, Denmark, a country whose educational system is hardly surpassed in Europe or America. There he was placed in the national schools, for they are all under governmental control, through the Royal College. Denmark has also a military school, the Royal Academy, which is a sort of Danish West Point, and in this institution young Harlev received a most excellent education, especially in the department of civil engineering. The course of the bright young Dano-American was such as to secure him a first-lieutenancy under the Danish government, but in a few years he decided to return to the land of his father's adoption and his own nativity.

This was in 1877, and, returning to Chicago, he at once united with his father in the present firm of William Harlev & Son, a company whose brilliant career has already been outlined above, and which, in recent years, has been very largely due to his talents, owing to the fact that the father believes that "young men are for action and the old for counsel." Alfred Harlev, as one of his achievements in the management of the extensive interests of the firm, in 1892 secured in his own name the contract for the construction of Section 1 of the great Illinois drainage canal, one of the greatest engineering feats of history, and one which will rank with those of the Suez and Manchester Canals of Europe and the Levant. This contract was secured on a bid of \$750,000.

Mr. Alfred Harlev has a pleasant family, composed of a wife and two children. Mrs. Harlev, to whom he was married in 1880, bore the maiden name Miss Lydia Mehder. Their daughter, Alfreda, is at home, while their eldest child, a son, William Hannibal, is pursuing his educational studies at Christian Brothers' College, of St. Louis.

Mr. Alfred Harlev is almost as devoted a fraternity man as his father, and holds membership in several prominent organizations. The Mystic Shrine comes in for a share of his attention, and also the brilliant order of Knights of Pythias, while for so young a man he has made rapid progress in the mysteries of Masonry, being not only a Knight Templar, but having passed to the eminent Thirty-second degree of Scottish Rite. Mr. Harlev is a young man of but thirty-five years, and has already given proof of a brilliant future.

William Harlev, Jr., is the youngest member of the family that was born during

their Minnesota residence, and, although he is but twenty-nine years of age, he has himself done some most creditable work both as an architect and builder. As he was born in Brown County, Minn., in 1866, he was but six years old when his father moved back to Chicago, and consequently received his education in this city. This was of an excellent character and extended through the course of the High School. After this he entered an architect's office and secured the thorough preparation that soon fitted him to become the junior member of the firm of architects, Meldahl, Hessmueller & Harlev. He was married soon after attaining his majority to Miss Lizzie Consoer, in 1887, and the little daughter that has come to them bears the name Edith. Mr. William Harlev, Jr., began early to evince that devotion to fraternities that characterizes the family, and at the time of his initiation was the youngest Mason in the State of Illinois. He is a Knight Templar, and likewise a member of the Scottish Rite and the Mystic Shrine. For so young an architect Mr. Harlev is one of unusually excellent experience.

E. H. Amet. For years Americans have been more or less familiar with the ingenious machine which, if you deposit a coin in it, produces a card with your weight printed upon it, and everywhere is to be seen the machine about as tall as a person of average height, upon the slightly unsteady platform of which one stands, and, dropping "a nickel in the slot," sees his or her weight accurately indicated on a large clock-like face with a movable hand. These were the first "drop-a-nickel-in-the-slot" machines, and it will, no doubt, interest Chicagoans to learn that their inventor is Mr. E. H. Amet, a resident of this city. These alone would have made Mr. Amet famous as an inventor, but he is the parent of numerous other, really more useful, devices, mostly in the department of electricity, which give him greater claim on the gratitude of his fellow-men. He was born in 1860, and after completing his education, began his career as an electrician with the Illinois Electric Manufacturing Company. After he had been about two years in charge of its electric department, the company was consolidated with a New York company and ceased manufacturing. Mr. Amet then connected himself with the Excelsior Electric Company, of New York, as their Western electrician. While acting in that capacity, he originated several of the automatic controlling devices, which are now in use. He invented the first practical and successful electric headlight hanger used on steamships on the Mississippi River. After about two years he became identified with the interests of the Fuller Electric Light Company, and designed the electric headlight hanger used with its lamps for river purposes.

In the fall of 1885, with the assistance of H. A. Streeter, he opened an experimental room, and has since devoted his time to inventions exclusively. Among his creations during this period are an electric railway scale for weighing cars in motion and recording their weight automatically at the same time; the "nickel-in-the-slot" weighing machines already referred to; an electric steam regulator for steam engines



Mr. Harlow.

University of Illinois
at Chicago

driving dynamos, and an electric water-wheel governor for the same purpose, and a device to control the sparking on large dynamos, the first and only one of which he placed on a 350-horse-power Brush machine at Lockport, N. Y. He has an electric device now in hand, which, placed in a building, will in the event of a fire breaking out, call up the telephone at the central office and notify those in charge of the fact, and he has the only governor for a spring motor that will control the speed of rotation of an Edison phonograph so that it will reproduce music correctly and in proper time. For Melville Clark, of the Story & Clark Organ Company, he has invented an electric combination for exhausting the air-chamber of an organ so that the instrument can be played without pumping with the feet. He also invented the perforated fire escape ladder which keeps cool while in action and saturates with water the person escaping. Mr. Amet is one of that class of which Edison is the most noted example of natural-born inventors, and he has been inventing and originating from boyhood, and it is not too much to say that among the creatures of his brain are some of the most useful inventions of this wonderful electrical age. Like most of those conspicuous in this department, he is a young man, being now but thirty-one years old. He is a native of Philadelphia and a son of Dr. Charles P. and Alice (Horbage) Amet. His father was born in Paris, France, his mother in England. Dr. Amet was long a drill-master, during his earlier years, in the employ of the French government. In 1837 he was brought over to America to act in the same capacity for our Government, and was on duty at Fort Leavenworth, Kan., and at other United States military posts throughout the country, finally locating in Philadelphia, where he became a physician and practiced his profession until 1862, when he removed to Chicago, where he is yet an active medical practitioner. Mr. Amet was married in 1885 to Miss Grace E. Carpenter, of Chicago. Further reference to this Chicago genius will be found in connection with the history of the Amet Electrical Company.

The Amet Electrical Company, at 35-41 East Indiana Street, now the property of W. M. Cross, manufactures electrical instruments, electric motors, electrical and mechanical models, designs to order and general and special machinery of every description, and superintends and tests electrical construction. This enterprise is the outgrowth of the Amet Electrical Works, which was organized in 1883 by E. H. Amet, the inventor, and has been known by its present name since 1889, when Mr. Cross acquired an interest in it, and it was owned by Amet & Cross until September 1, 1891, when Mr. Cross purchased Mr. Amet's interest and became sole proprietor. The enterprise was established on a small scale, but gradually grew to importance, its manufacturing capacity being increased to keep pace with its widening operations. Many of Mr. Amet's inventions are manufactured at these works. Mr. Cross was born in Louisville, Ky., in 1854. His father, David Cross, a native of the State of New York, was a prominent contractor. Mr. Cross was partially educated at Louisville, but came to Chicago in 1868, and here completed his education. Born with a taste for mechan-

ics, he early chose the silversmiths' trade, and perfected himself in all of its details, but he dropped into mechanical and electrical work, in which he has made a great success. He is now carrying on an extensive manufacturing business in his special line, employing numerous assistants in the works and outside, filling orders which come to him from everywhere in the country from New York to San Francisco, and is on the highway to a splendid success. He was married in 1885 to Miss Alice E. Howard.

T. E. Courtney. It would be most interesting to write or even read anything like an adequate history of "Ireland in Chicago." Sometime such a work will be written and published, and the public will know just how important has been the work of the natives of the "Emerald Isle" in the building of this great city and the establishment and maintenance of its useful interests. The word "building" has been used above in its general and most comprehensive sense. Were it used in its direct sense, as applicable to actual building operations, the Irish would be found to have taken a leading part in such work. One has only, in successive issues of the city directory, to glance at the names of those prominent in the allied building interests to be convinced of this. The early builders were largely of this nationality and the proportion has pretty generally held good to the present time. One of those builders, who by long service, serve as connecting links between the old order of things and the new, is Mr. T. E. Courtney.

This old mason contractor was born in Ireland, December 5, 1832, a son of Edmond and Ellen (Handly) Courtney. The family emigrated to the United States in 1847, and in 1852 removed to Chicago, where the father and mother died within six months of each other, only a few years since. At the time of his death, June 1, 1889, Edmond Courtney was eighty-four years old. Mr. Courtney had acquired a fair business education, and within a year after taking up his residence in Chicago he began an apprenticeship of three years to the mason's trade with the old firm of Heald & Waterhouse, by whom he was employed for a year after completing his apprenticeship. Then, in 1857, recognizing the fact that he was sufficiently qualified to undertake contracting on his own account, he began business for himself. Since that time he has erected many buildings in all parts of the North, West and South Sides of Chicago, among them the McCormick Hall, the Washingtonian Home, the German National Bank building, the Fuller block, the bank structure on the site of the present Herald building, the Cook County Insane Asylum (1869), the Institution for Feeble Minded Children at Lincoln, Ill., (1875-78), the Burlington & Quincy shops and round house at Burlington, Iowa (1881-82), the Pennsylvania railroad shops at Fifty-fifth Street, Chicago (1880-81), the conduit pumping works at Fullerton Avenue, the foundations for the pumping works at Twenty-second Street and Ashland Avenue, blocks for Chief Justice Fuller, Judge Shephard, Judge Altgeld, Gen. W. C. Newberry, Henry Greenebaum, F. H. Winston and Judge J. K. Botsford, the Hibernian Bank



J. E. Courtney

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building, the Hawley block, the Havlin Theater building, the Gilmore flats at Thirty-seventh Street and Lake Avenue, several city fire-engine houses, and ten or a dozen school buildings, including the High School at Englewood and the school at Park Side, Hyde Park. He did work for the Wisconsin Central Road to the extent of nearly \$50,000, and has erected many buildings other than those mentioned above, which evince a degree of intelligence, faithfulness to detail and skillful manipulation of materials.

Within a few years after engaging in contracting he had become one of the best-known mason builders in Chicago, and after the great fire his energy and integrity had brought him in so great demand that he was obliged to employ four hundred men and in one year (1872) laid fifteen million bricks. He was chairman of the first nominating committee of the Builders' and Traders' Exchange and he has ever since been a prominent member of the Exchange and has several times served it officially. He is also identified with the Master Masons' Association. He rejoices in being known as an old Chicagoan, and more than forty years' continuous residence here certainly entitles him to be so called. As far back as 1853 he joined the historic volunteer fire department, and gave to it seven years' faithful service. For forty years he has been a member of the Benevolent Association; for nearly thirty years of the time a member of its board of trustees, and nearly fifteen years its president. Mr. Courtney has also rendered valuable assistance to breadwinners of this community by acting as president of the Domestic Building Association, which has loaned upwards of half a million dollars to the poor people to build homes, when by no other means could they have acquired homesteads. And to him is due the thanks of the public for his philanthropic efforts in behalf of those who are seeking to become good citizens, and on whom depend the welfare of the nation. There is no public interest that he is not willing to advance to any reasonable extent, and during all the years of his active manhood he has been active and influential on the Democratic side of local and general politics. He has been a member of the city and county central committee for several years, has served as chairman of the city central committee, and for six years as a member of the State central committee.

Mr. Courtney was married in 1859 to Miss Sarah E. Thomas, who was born in New York City, December 25, 1835, and they have four children, named in the order of their nativity—Julia, Ida, Thomas and Mabel.

More truly than many another of the "builders of the city" Mr. Courtney, as he rounds out the closing years of a useful life, can look about him upon the visible monuments of his own industry—monuments which will mutely but eloquently tell the story of the triumphs of his day to future generations of admirers of Chicago's greatness and Chicago's stirring history.

W. J. Root. The wonderful development in photography that has taken place within the past two or three decades has revolutionized engraving and made possible the beautiful publications of to-day. It has aided science in nearly every department,

and has added fresh charms to home and home associations. In no branch of photography does Chicago possess better artists than in portrait work, and one of the most successful and popular of such photographers is W. J. Root, whose studio is at 243 Wabash Avenue.

Mr. Root is a native of Trumbull County, Ohio, and was born December 29, 1855. He began his education in the public schools and completed it at the High School in Cleveland. As a schoolboy he developed artistic taste, which eventually led him to adopt the profession in which he has made such a success.

As soon as he left school he took a position in the studio of James Ryder, of Cleveland, a photographer so noted that it is doubtful if any intelligent man or woman of mature age has not become familiar with the legend "Photographed by Ryder" under finely executed portraits in periodicals and illustrated journals. All through the war period the name was especially prominent. Under such an instructor and with such an adept in advanced methods, young Root made rapid and most thorough progress.

After severing his relations with Mr. Ryder, Mr. Root held responsible positions, demanding the utmost skill and devotion to his art, in several scarcely less noted galleries in different cities. With such experience, his natural adaptability to the work caused him to advance to the front rank as a photographic artist.

Since locating in Chicago he has made a reputation for artistic work second to that of no other photographer here, and this he has gained principally by adherence to a rule that he made early in his career, that none but first-class work, entirely satisfactory to his patrons, should ever leave his gallery. His studio in the new Kimball Hall building was designed by him and built under his personal supervision, and is fitted up with the most improved conveniences and appliances known to photographers. Visitors to the World's Fair will doubtless call to mind Mr. Root's fine display of photographic work in the Liberal Arts Building. For this truly artistic exhibit he received the highest medal awarded for this class of work. He also received a medal from the Mid-Winter Fair held at San Francisco, and a special medal awarded at the Convention of the Photographers' Association of America, at St. Louis.

Personally, Mr. Root is a popular, public-spirited citizen, and that he is a man of progressive ideas is apparent to all who have watched his success. When he began business here as a stranger he met strong competition, and was obliged to combat no little prejudice in favor of older established photographers, but it did not require much time for the public of Chicago to learn that there was another really first-class photographic artist in town, and since then his success has been unbroken.

Henry M. Wilmarth was born January 25, 1836, in Newport, N. H., the home of his grandparents and of his parents, Jonathan M. Wilmarth and Lucy (Cheney) Wilmarth. He came to Chicago in 1856, and accepted employment in the gas fixture business, which, later, he made his own and continued during his life.



H. M. Wilmarth

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May 21, 1861, he married Mary J. Hawes, who, with two daughters, Stella and Anna H., survived him. Mr. Wilmarth was a director in the First National Bank of Chicago from its organization.

He united with others in securing the establishment of the Central Church with Professor Swing as pastor, upon whose ministrations he was an habitual and appreciative attendant. Coming to the then new Chicago he lent himself in all generous ways to the upbuilding of those forces which make for the best.

Unimpeachable integrity, sound judgment, which, comprehensive of large issues, was not unmindful of detail, the ability to plan for others' execution, and a leaven of New England thrift, formed a basis upon which he erected business success.

Reserved in expression, disinclined to publicity in any form, his intimates only knew his social side, which was genial and loyal to the uttermost. His last illness, which was subsequent to exposure following upon a railroad accident, was almost the only one of his life. He died in Chicago February 27, 1885.

Max Platz. The late Max Platz, who for some years was one of the leading photographers of this city and of the United States, was a native of Prussia, born June 1, 1850, in White Castle on the Spree, and in infancy he immigrated with his parents to this country and settled in Racine, Wis., where he was educated in the public schools and where his parents died, the father, Frederick Platz, in 1888, and the mother, whose maiden name was Wilhelmine Koenig, in 1890. Frederick Platz was a tanner by occupation, having acquired his trade in "the old country." Upon locating in Racine, Wis., he at once embarked in the tanning business under the name of F. Platz, which enterprise he carried on with success until his death. In February, 1889, the F. Platz's Sons Leather Company was organized, with Albert Platz, of La Crosse, Wis., as president and the late Max Platz as secretary.

At sixteen years of age Max Platz came to Chicago and immediately began the study of photography in the studio of his brother-in-law, Henry Rocher, at 88 North Clark Street, and at that place he began business for himself in 1881, and continued until his death gaining a thoroughly-established patronage, which included many of the best and most wealthy families of this city, the high character of which was in itself a guaranty of his skill as a photographer. He was a member of the Art Institute, the Germania Club, the Artist's Club, the Forty Club, and the Athletic Club. As a citizen he was popular and as a business man successful. He died February 25, 1894, after an illness of four months and was buried at Racine, Wis.

Canute R. Matson. From the Scandinavian Peninsula of Europe have come many of the most energetic, industrious and substantial citizens of the United States. It is a land famed in song and story, with a wild and romantic history, extending far back in the myths of barbarian Europe, when the Norsemen, the remorseless rovers and pirates of the deep, were masters of the art of navigation and heroes of many sanguinary conquests. Of later years its history has been uninteresting compared

with the momentous events transpiring farther to the south on the Continent; in fact, has been more or less of a mystery to the student with curiosity enough to warrant a study of its map or courage enough to attempt a pronunciation of its unmusical names. But both Norway and Sweden, with their mountains and narrow valleys, their deep, dark lakes, their impenetrable forests and their wild and picturesque scenery, are teeming with a sturdy population whose quiet lives are the marvel of the tourist and the traveler.

It was in Norway, on the 9th of April, 1843, that Canute R. Matson, of this city, was born. His parents, Rognald and Gertrude Matson, were intelligent, honest citizens of that rigorous country, where they continued to reside until 1849, when they crossed the ocean, with their little family, and in due time landed in America. They were farmers by occupation, and both long ago laid down the burden of life. The father was born in Norway in 1809, and died in this city in 1874, while the mother was born in 1795, also in Norway, and passed away in Wisconsin in 1850, one year after the arrival of the family in the United States.

Upon reaching America the family came West and settled in Walworth County, Wis., on a farm, and here the early years of Canute R. Matson were passed. He was educated in the public schools of Albion, Wis., and in the academy at that place, and concluded his schooling by a two-years' course of study at Milton College, Milton, Wis. About this time the great Civil War broke out, and a call was made upon all patriotic men for their services. At this time Mr. Matson was almost as tall as at present, a little past eighteen years of age, with a fine, commanding figure, that anywhere would attract the attention of a recruiting officer. He had been brought to this country when six years of age, and here had lived since 1849, and had become thoroughly Americanized and in love with our life and laws. Promptly, upon the call for volunteers, he enlisted in Company K of the Thirteenth Wisconsin Regiment of Infantry, as a private, and with it served throughout the entire war, participating in many trying campaigns and many bloody battles, but coming through without a wound, though with an honorable record and a commission as first lieutenant. He was honorably mustered out late in 1865, and soon afterward came to Chicago as all roads, even then, began to lead to the wonderful city by the lake.

During the winter of 1865-66 he took a course at a local commercial college to fit himself for active business here, and the following spring was appointed to a position in the postoffice, where he remained faithfully at work until 1869, when he was elected clerk of one of the city police courts, and two years later was re-elected. This service had given him an experience in local politics which was not at all distasteful. He made an active, obliging and popular official, and found public life, as a whole, agreeable.

From 1873 to 1875 he was engaged in publishing a small paper called the *Postal Record*, out of which he made a good living and gained considerable notoriety. In

1865 he was appointed justice of the peace, and in 1879 was reappointed, serving with fidelity and distinction until 1880, when he was nominated at the Republican convention as coroner of Cook county and was duly elected. He served one term of two years, and was then appointed chief deputy of the county sheriff, and as such served acceptably for a period of four years. By this time he had become well known to the public men of the county, who recognized his ability and popularity and appreciated his services. In 1886 he was placed in nomination by the Republicans for county sheriff and at the polls was elected by a plurality of 18,000 votes. He served four years, or until 1890, when he retired from public service, and has since devoted his time to the practice of law. He is now one of the members of the legal firm of Richolson, Matson & Pease, with office in the Chamber of Commerce building.

He is a member of U. S. Grant Post, No. 28, G. A. R., of which he is at present commander. As early as 1867 he was made a Mason. He is past master and a life member of Blair Lodge, No. 393, A. F. & A. M., and a life member of Lafayette Chapter, No. 27, of Apollo Commandery No. 1, and of the Oriental Consistory. He is high priest of Medinah Temple. He is also a member of the A. O. U. W., of which he is past grand master of Illinois, and is at present representative of this order to the Supreme Lodge. He is a member of the Royal League and of the Independent Order of Foresters. He is further known in social circles by reason of his prominent membership in the Marquette and Ottawa Clubs. He is a member and a trustee of the English Lutheran Church. He was a member of the first World's Fair committee which was sent to Washington to secure the location of the Fair in this city, and as such rendered valuable aid in the successful accomplishment of that object.

In 1868 he was united in marriage with Miss Mary Newton, who, however, lived but a short time, dying in 1873, without issue. In 1876 he selected for his second wife Miss Isabelle Richolson, who has presented him with four children, Marie I., Fred R., Canute R., Jr., and Gertrude. Mr. Matson is one of the most widely known and public-spirited of the city's public men.

Franklin H. Head. The facility with which Chicago wins to her citizenship men of commercial genius, molds them to her own standards by transforming what is ideal in their characters into what is practical in her busy life, is very clearly shown in these volumes. In page after page the process of evolution to which this city has been subjected in her atoms and collectively has been described, and the lives of many of the men who watched her interests as faithfully as their own are given. The story of their actions challenges the admiration of the commercial world, for nowhere else have men accomplished so much in so short a period, or given such marvelous proofs of the overmastering genius of commerce, which, in less than a quarter of a century converted a busy town into a city of millions.

They were not all pioneers who effected this evolution. New citizens, with distinct business ideas, have contributed a full quota of heart and hand in preparing

this extraordinary spectacle known as Chicago; they did their work unostentatiously. Building up their own special interests, they also constructed a fabric or web of banking, mercantile and manufacturing houses as well as of commercial and social organizations, the influence of which is one of the surest guarantees for an advancement greater than any yet recorded.

Among this class Franklin H. Head has held a most important place for many years, but more particularly since 1882. Like many of Chicago's leading business men he is descended from an old family of New England, whose branches spread westward into New York. He was born at Paris, Oneida County, N. Y., January 24, 1835, where his parents, Harvey and Calista (Simmons) Head, belonged to the agricultural class, and where his grandfather settled in 1790, while the district was yet on the frontier. Franklin received a practical education in the public school of his native town; later studied at Cazenova Seminary, and then entered Hamilton College, New York, from which institution he graduated in 1856. Two years after, having studied under Prof. Theo. W. Dwight, he graduated from the law department of that college, then passed a year in European travel, and in 1859 directed his steps to Wisconsin, selecting a home at Kenosha, where he devoted himself to his profession until 1865. He was elected district attorney for Kenosha County and was otherwise honored by the people; but he thought he saw in the capital of Mormonism a wider field for his labors, and in 1865 proceeded to Salt Lake City.

In making a survey of the situation in Utah he decided to adopt a business life, and soon after became known as an extensive stock grower and coal mine operator. Within the succeeding four years he proved to his own satisfaction that he possessed good business ability, and with this knowledge came to Chicago in 1869, having disposed of his Utah interests. On coming hither he had little difficulty in finding friends. With N. K. Fairbank and Wirt Dexter he founded the Elk Rapids Iron Company, of which he was chosen vice-president and general manager, a dual position he filled with singular ability until 1890, when he sold his interests in the great lumber and iron industry which he built up at Elk Rapids, Mich. As the organizer of the Bangor Chemical Company and president of the Chicago Malleable Iron Company, or The National Castings Company (a position he has held since 1882), Mr. Head has shown the best characteristics of the business man and exhibited the true relation of capital toward labor in his dealings with the workingmen.

His connection with the firm of Dole & Co. commenced in 1886 and with it his introduction to the important grain trade of Chicago, for the firm was then the owner of the Chicago, Burlington & Quincy Railroad elevators and otherwise identified with the grain interests.

In banking circles he is known as vice-president of the American Trust and Savings Bank and as one of the directors of the Northwestern National Bank, two great financial houses which have taken a part in making Chicago a metropolis years before her most sanguine citizen calculated.

About the year 1882 he was one of the founders of Cedar Rapids, Neb., in the vicinity of which he owned a large tract of land. His interests in the new town are manifold—not only does he carry on stock growing extensively, but also the lumber business, flouring-mill and bank of that thriving district, and is president of the corporation known as the Chicago & Iowa Railroad Company.

With all this he finds time for social and benevolent duties. The Chicago Athenæum is one of the beneficiaries of his munificence, the Illinois Industrial School for Boys, at Elmwood, another. To each he gives a measure of attention not often bestowed by a man of business on eleemosynary objects.

To the conception and development of the World's Columbian Exposition he devoted much thought, and as one of the directors of the Exposition company rendered invaluable and direct services to Chicago and, indeed, to the country at large. In social affairs he is a member of the Union League, Commercial University and Literary clubs. Of the first he was elected and re-elected president, a rare honor; of the last he was president in 1890.

As a Shakspearean student and collector of Shakspeariana he is almost as well known as in business circles. In a book written by him and published by Houghton, Mifflin & Co., he gives to the public copies of Shakespeare's letters which, it is alleged, were found in the donjon of the duke of Southampton's castle, and are now in the British Museum. One of them, written by Mordecai Shylock (who was his agent in borrowing ten pounds sterling from another Jew, for which he bound himself in all kinds of legal bonds), illustrates the character of that name in the drama of "The Merchant of Venice." The speech of Portia and the turning of the tables on the diabolical Shylock resulted therefrom. His literary efforts did not begin or end with that valuable little volume, for he has written on many subjects, not the least of which is his paper (chapter VIII.) in this volume.

Politically he is a Republican, for the simple reason that he is a student of Federal legislation and understands the relation of the two great parties to the *commune bonum*. He is a taxpayer, not a taxeater, and one who beholds, with alarm, the ever-growing greed of the officeholder, the almost total absence of patriotism, and the unprincipled doings of municipal councils and legislatures. So far as one may go he aims to reform public sentiment, and his voice is always heard in defense of right and justice. It was he who delivered the oration at the unveiling of the policemen's monument in the Haymarket—that strange parody on our times—and it was he who has since often called attention to the gross abuses which exist in the government of all the large cities of the United States. His views are too broad for partisanship, and therefore he fails not to see the fungi of the Republican as well as of the Democratic party.

His marriage with Miss Catherine P. Durkee, of Kenosha, took place June 14, 1860. To them three daughters were born, namely, Elizabeth, Catherine and Mar-

garet. The mother died October 30, 1890. Mr. Head received a liberal education in his native State, which was supplemented by a tour in Europe before he entered on the realities of life. They were his endowments—in all else he has been the architect of his own fortunes, the planner of success in Chicago as he was in Utah. Vigor, industry and native shrewdness were characteristics of him from youth. They are still prominent traits of his character, but he never sacrificed morals to commercial civilization, nor has he ever been won by pleasure or by passion from the path of duty.

Ferdinand Gottleib Lautenschlager. The growth of the rise of illustration in these days has been one of the many wonders of the last years of this century. Old methods have been developed and new methods in abundance added until illustration is almost, if not quite, as common as the printed page; and, it may be added, quite as powerful. Amid them all, however, the oldest method of the graver's art, that of illustration on wood, has held its own and surpassed all its earlier achievements. This is especially true of America, where illustration, in general, for the printed page has surpassed all the world, but it is partly due to the skill of those who have received the highest training in the Old World, and, on coming to the United States, have been stimulated to the widest invention. One of the representatives of the best grade of the engraver's art in the Western metropolis is the subject of this sketch.

Born among the highlands of the southwestern part of the German Empire, at Stuttgart, the capital of Wurtemberg, Mr. Lautenschlager is a high German in the prime of life, and at his best in the engraver's art.

From his birth, in 1850, to his fourteenth year he received home training, and that in the excellent schools of the city of Stuttgart, where he betrayed a remarkable facility in the subject of drawing, to which the schools of Germany give considerable attention. This talent gave him an impetus toward engraving, and in 1864 he began an apprenticeship in the employ of one of the greatest masters of wood-engraving in Europe, Mr. A. Closs, of Stuttgart. Young Lautenschlager's advancement during the next few years was rapid and of a high class of excellence, so that by the year 1869, when he was but nineteen years of age, he was an artist of no mean ability.

It was then that he determined to seek larger opportunities in America, and proceeded at once to the city of Philadelphia. Here he spent six years as engraver for a prominent publishing house of that city owned by Louis H. Everts. In his Philadelphia experience he soon showed particular skill in a high-class of portrait engraving and made a valuable reputation among publishing circles. His position was now such that he determined to seek the greatest of Western cities and open offices independently.

It was in 1887 that he removed to Chicago, where such strides have been made in publishing circles in the last decade, and opening offices at 71 Washington Street has ever since been recognized as one of the best portrait engravers on wood in the

West, if not in the country at large. His skill in grasping expression and in emphasizing the chief characteristics of a subject, as well as his perfection in technique, has raised him above the plane of the artisan to that of the artist.

While Mr. Lautenschlager was in Philadelphia in 1870, he was married to a lady of that city, Miss Mary Seitz. They have now a family of five children, Lausa, Hildegart, Pauline, Marie and Carl. Mr. Lautenschlager is a Republican in politics and is a member of the fraternity known as the Royal League.

John F. Clevenger, a native of Tippecanoe County, Ind., was born August 5, 1853, in a house whose premises were a part of the famous Indian battle-ground. His parents were Lorenzo D. and Elizabeth (Courtney) Clevenger. The Clevenger family were among the pioneers in the Hoosier commonwealth, having emigrated from Virginia and cast their lot with the earliest settlers there. The Courtney family came early from Ohio. Lorenzo Clevenger, who was in early life a carpenter, became later a country merchant, and was a prosperous and influential man among his neighbors. He died in 1859. His widow still survives.

Mr. Clevenger passed his youth in Indiana, and being a studious boy acquired a good, practical education. He came to Chicago in 1869, and after taking a two years' supplementary course in the schools here, became an apprentice to the printers' trade in the old *Republican* office, at 93 Washington Street.

Later he was employed for a time in the *Inter Ocean* office, and for five years in the *Tribune* office. For the past fifteen years he has been connected with the establishment of J. M. W. Jones and the J. M. W. Jones Stationery and Printing Company. During the past five years he has been superintendent of the mileage railway ticket department of the business, a position requiring much special talent and knowledge, to which he has risen by successive promotions.

It has been the policy of this company that the managers of its departments and some other employes should become stockholders in the concern, and under this arrangement Mr. Clevenger has acquired a financial interest in the company.

In 1877 Mr. Clevenger was married to Miss Lucy Bradon, of Chicago. They have five children, named as follows, in the order of their birth: Myron B., Sidney H., Gracie E., Arthur E. and Frank. The residence of the family is at East Grove, Dupage County, twenty miles out of the city.

Mr. Clevenger is a Republican in politics, though not an active politician. Nevertheless he exerts a quiet but potent political influence and takes a deep interest in the management of our public affairs. He is a member of the Patriotic order Sons of America and of the Ancient Order of United Workmen.

Such success as Mr. Clevenger has won is that which in an aggregate way has been the making of Chicago, which is pre-eminently a city of self-made men. He came here a poor boy, with his way before him to success or failure, and he chose the better, and has made a place for himself in a useful business, in one of the greatest establishments in it, and in the coming metropolis of the continent.

John J. McKenna. William McKenna, father of John J. McKenna, was born in Donegal County, Ireland, in 1824, and in 1844 came to the United States. He learned the manufacture of brick at Haverstraw-on-the-Hudson, and engaged in the business on his own account in 1847.

In 1856 he came to Chicago as superintendent of the brickmaking interests of the firm of Gibbs & Moran, which is said to have been the first to engage in brickmaking with machinery in this city. During his more than a quarter of a century of work here, Mr. McKenna has been a very successful burner of bricks and has operated for the following firms, beginning with each at the date mentioned: Gibbs & Moran, 1856; the Dunlap Brick Company, 1861; the Cutting & Walker Brick Company, 1865; E. R. Gard & Co., 1868; Orion Smith, 1869; the United States Brick Company, a short time in 1871. From 1871 to 1888 he was in business for himself.

John J. McKenna, son of this old brickmaker, was born at Haverstraw, N. Y., in 1854, and was two years old when his parents removed to Chicago. He was educated at the public schools and in Bryant & Stratton's Business College, and in 1874 became associated with his father in business. In 1887 he engaged in manufacture independently and continued until recently, with yards at California and Archer Avenues, which had a producing capacity of 75,000 brick per day.

During his period of manufacture he furnished brick for many notable business buildings and residences in and near Chicago. With him, for a time, his two brothers, William McKenna, Jr., and Bernard McKenna, were associated in this enterprise. Mr. McKenna and his brothers are residents of Brighton Park, where they are well known and influential.

Mr. McKenna is a successful and popular business man, and as a brick manufacturer early took an active interest in everything pertaining to the advancement of the business in a broad and general sense. He has been secretary of the Brick Manufacturers' Association much of the time for the past twenty years, and at the National Convention of Brickmakers held at Memphis, in 1888, was elected treasurer of the Brick Manufacturers' Association of the United States.

In 1884 he was elected assessor, and in 1887 president, of the town board of Cicero. He has been honored also with nominations for supervisor of the South Town of Chicago and clerk of the Appellate Court of the First District of Illinois.



Charles Fox.

Charles Truax. This age of invention has been remarkable for the range of its purposes and the diversity of its pursuits. There is scarcely an industry or a profession that has not been divided and subdivided until the original occupation has almost been concealed by the importance that modern contrivance and genius has given to its branches. The more this subject is investigated and studied the greater is the surprise kindled by the patience of the industrial methods of the present, the depth to which legitimate competition has penetrated and the remarkable practicability of the results that have been reached. As fast as a want appears under the present condition of industry and invention, a new, separate and independent occupation springs up, advanced by intelligence and capital, which in turn expands and develops until it is divided into branches in a similar manner, while the parent pursuit continues in the channel it is designed to occupy in commerce and civilization. This persistent and successful diversity is one of the necessities and wonders of the present age. It is the child of liberty and enterprise and is proud of its parentage and descent. The diversity of pursuits has contributed almost as much to the prosperity and glory of America as Liberty herself.

In connection with this line of thought it is interesting and instructive to notice the improvements that have been made in medical appliances and physicians' supplies. Unquestionably, the house of Truax, Greene & Co., the largest and most successful of its kind in the world, is the outgrowth of an enterprising diversity in the broad field of medical discovery and investigation. The isolation of this branch of business from all others, its steady expansion and present importance, are due wholly to the intelligent efforts of Charles Truax, who may be termed the founder of this specialty in the United States. Not only is he the founder of this branch, but is the inventor of many of its most valuable appliances and the advocate of its most vital reforms. In many important particulars his ideas have been adopted by practicing physicians, greatly to the advantage of the sciences of surgery and medicine. His signal success is due solely to his own energy, intelligence and ambition, and has been accomplished without assistance in the short space of two decades.

He was born September 24, 1852, in Milton, Rock County, Wis., his parents being Dr. Galloway and Mary (Stiles) Truax, who were early settlers in Jackson County, Iowa. The father for many years practiced medicine and experimented in chemistry at Maquoketa, Iowa, but is now living in retirement at Ravenswood, Ill. His brother, Dr. H. E. Truax, is now a practicing physician at Auburn Park, Ill. Two sisters, Mrs. H. L. Heberling and Miss Fannie Truax, reside in Chicago. The family is one of the oldest in the United States, tracing its commencement here to Philippe de Truax, who settled at New Amsterdam, or what is now New York, in 1633, and who was preceded by several of his relatives as early as 1623. The son of Philippe, born April 21, 1642, is said to have been the first white child born on Manhattan Island. Running down the ancestral line, and viewing as well the collateral branches of the family, it is to be

noticed that many of the male members have entered and become prominent in the profession of medicine. This fact is highly creditable to the intellectual capacity of the whole family.

Charles Truax acquired the elements of education in the common schools; and at the age of sixteen years entered the drugstore of his father, where for four years he gained considerable knowledge of the drug business but lost his robust health, and at the age of twenty years was obliged to abandon his close confinement and seek relaxation by "roughing it" in the far West. He roamed for many months over the plains, familiarizing himself with the rude methods and lives of the cowboys, collecting many specimens of geology, entomology and zoölogy, in which sciences he took, and still takes, great interest and regaining in a great measure his former superabundant health.

Upon his return to his father's home in Iowa, the ambition of his life was animated by the idea and prospect of making the business in which he is now engaged a separate and successful occupation. He formed a partnership with his father under the name of G. Truax & Son for the purpose of dealing exclusively in physician's supplies, and from the start, under his energy and intelligent methods, a profitable and rapidly increasing trade was enjoyed. From 1875 to 1880 the business grew so large that he deemed it wise to leave Maquoketa; whereupon he sold his interest in the house there and established the same pursuit at Cedar Rapids under his own name. His excellent capacity for commerce soon widened his trade to such an extent that two years later he admitted C. W. Bassett to the business and the firm name became Charles Truax & Co. This gave still additional stimulus to the trade of the house, and in 1884 it was determined to remove to Chicago where no probable limit could be placed on the business that might be done. Chicago had long before become the undisputed metropolis of the West and Mr. Truax saw with prophetic eye that the opportunity of making his house the leading one of its line in the West, and perhaps in the world, had presented itself. With a promptitude that has always characterized his commercial transactions he seized the opportunity and the year 1884 saw him established on Wabash Avenue in this city. His adroit methods of business and the merit of his goods soon gave him the leading trade of the city; but the expansion did not end here, continuing to grow until he has now the largest medical supply house in the world. In 1887 Dr. F. C. Greene became a member of the house, the firm becoming incorporated as Truax, Greene & Co. under which name it still transacts business. At the date of his removal from Cedar Rapids he gave employment to seventeen persons; he now employs one hundred and sixty-five. The house now has business dealings with every county in the United States and its products reach all countries and climes. Mr. Truax is the inventor of a number of surgical instruments and appliances which are of great value to the profession and are in daily use all over the world. He is also the originator of many of the most practical and valuable ideas connected with surgical and medical methods and treat-

ment employed by modern practitioners. Chief among his many inventions are the Allen Stomach Pump, improved stretchers, an operating table which can be used in performing laparotomy on the field of battle, and a recently invented surgical pannier for army service. This invention has recently been exhibited to the war department at Washington, D. C., and created much favorable comment. It will undoubtedly soon be adopted and used by the United States Government. These panniers are about two-thirds the size of one of those now in use and will contain all the articles which fill to repletion two of those in use at present. Mr. Truax has delivered addresses before the National Association of Railway Surgeons, at Kansas City, Mo., and at Buffalo, N. Y., and before the Mississippi Valley Medical Society, in which he took a decided stand against the conservative amputations of the present day, which seek to preserve every portion of healthy tissue without regard to the future usefulness of the limb, taking the ground that the amputation should be made at points where an artificial limb could be employed which would approach nearest in appearance and usefulness the natural limb.

In the summer of 1888 he went abroad, visiting England, Scotland, Ireland, France, Germany and Austria, and while in England was invited to address the British Medical Society, an honor never before accorded any other merchant or tradesman. He is a thoughtful and observant traveler and has pretty thoroughly explored all interesting points in the United States. He was made a Master Mason in Mt. Hermon Lodge, No. 263, Cedar Rapids, Iowa, in 1881, and within eight months thereafter was elected senior warden of the lodge. He was advanced to the Royal Arch degree in 1882, to the Commandery in 1883, and to the Mystic Shrine after his arrival in Chicago, and is now Eminent Commander of Evanston Commandery, No. 58, K. T. He was the founder of Ravenswood Lodge, No. 777, and was worshipful master of the same for three years. He is a member of the American Pharmaceutical Society and is the author of several instructive articles on a number of the specialties of his business. In religious views he is a Universalist, and in political views a Republican. He is wide awake and companionable and is an enthusiastic sportsman, being considered an expert in trout and other fishing.

On February 6, 1876, he was united in marriage to Miss Mary Wolff, daughter of P. A. Wolff, of Maquoketa, Iowa, by whom he has three interesting children: Edith, Ruth and Carl.

CHAPTER XV.

THE RAILROADS OF CHICAGO.

CHICAGO & North-Western Railroad. The history of this road compasses that of the first railroad which entered Chicago in 1848, but does not claim that pioneer railway as its starting point. The direct beginning of this great system was the Chicago, St. Paul & Fond du Lac Railroad Company, who constructed a road from Chicago to Elgin, over the air-line proposed by the Galena & Chicago Union Railroad Company. The Green Bay, Milwaukee & Chicago Railroad was incorporated in Illinois and Wisconsin in 1851, and by the close of the year 1855 the two roads united at the State line. The Illinois division was open to traffic, as far as Barrington, on New Year's Day, 1855, and to Woodstock, Ill., July 11, that year. The Wisconsin and the Illinois corporations consolidated in 1863. The next link in the chain or system was the Beloit & Madison Railroad, later known as "The Rock River Valley Union Railroad," on which the old "Winnebago," a locomotive, hauled the first train in 1851. The Illinois & Wisconsin Railroad was constructed about the same time, but was not consolidated with the Rock River Railroad until 1855. Later that year these roads were merged into the Chicago, St. Paul & Fond du Lac System, and two years after the Wisconsin & Superior Railroad Company entered this railroad partnership, with its land grant of 700,000 acres. Meantime, in 1856, roads from the State line to Janesville and from Fond du Lac to Minnesota Junction were finished, and the gauge of the whole changed from six to four feet eight and one-half inches. While this process of consolidation was going on, the Marquette & State Line and the Ontonagon & State Line roads were drawn into the system. On June 2, 1859, the road was sold under foreclosure, and on June 7 the purchasers organized under the title, "Chicago & North-Western Railway Company," with William B. Ogden, president.

At the time of this sale the road was completed from Chicago to Oshkosh, a distance of 193 miles, and thence to Appleton, Wis., a distance of 28 miles. The new company at once engaged in improving the road, and expended \$434,487 before January 1, 1861. In April, 1861, the company was empowered to build a road *via* Green Bay or Fort Howard to the Menominee River, but not until November 13, 1862, was the project completed. In January, 1862, forty miles of the Cedar Rapids & Missouri River Railroad were completed and leased to the Galena & Chicago Union Company,

who now controlled a line 151 miles in length, from Chicago to Marshalltown, Iowa. The lease of the newly finished Chicago, Iowa & Nebraska Railroad to the Galena & Chicago Union Railroad Company in July, 1862, brought Cedar Rapids into direct communication with Chicago *via* Clinton, Iowa. On January 19, 1864, the Dixon, Rockford & Kenosha Railroad was consolidated with the Chicago & North-Western, and on June 2 of that year the consolidation of the Galena & Chicago Union Railroad with the new company was effected. The system, on that date, comprised the road from Chicago to Green Bay, 242 miles; Kenosha to Rockford, 73 miles; the Galena & Chicago Union System, 521 miles, and the Peninsula Railroad, 70 miles, or a total of 906 miles. To that day in June, 1862, when the pioneer railroad of Chicago was merged into the North-Western system, the true beginning of that system dates.

The completion of the Mississippi bridge at Clinton, begun by the Galena & Chicago Union Railroad Company, was finished after consolidation. In 1865 the road from Escanaba to Negaunee was incorporated with the system, and the stock of the Green Bay Transit Company was acquired, together with a lease of the La Crosse, Trempealeau & Prescott, and the Winona & St. Peter railroads, as well as a controlling interest in the Chicago & Milwaukee Railway Company's 85 miles of road. The whole cost of the system down to the beginning of 1870 was \$52,009,000. In 1870 the Winona & St. Peter division, 121 miles in length, was completed, and 19 miles added before the close of May, 1871. In January, 1871, the Beloit & Madison Railroad Company merged their road into the great Chicago railroad, thus creating a system 1,226 miles in extent, at a total cost of \$54,000,000. In the Baraboo Air Line Railroad this company purchased a controlling interest in 1871, and a little later the belt or link road, from Madison to a point near La Crosse, a distance of 126 miles, was constructed. With the Winona & St. Peter road the company obtained a land grant from the United States of 6,400 acres per mile, with a further grant from the State of 800,000 acres. The building of short branches from the Minnesota River to Mankato, and from Geneva, Ill., to Dixon, as well as the initiatory attempts to purchase the Iowa Midland Railroad and its franchises, point out the methodical manner of business which the directors of the North-Western observed almost a quarter of a century ago. The revival of the Elgin & State Line road by this company, under the name State Line & Union Railroad Company, and the building of that road on the graded right of way, must be credited to the directory of that period, as well as the building of the road between Fort Howard and Escanaba; that between St. Peter, Minn., and New Ulm, and indeed, that extension of the Iowa Midland road to Anamosa—all accomplished prior to the close of 1872. The "Circle Track," west of the old city limits, was completed in 1873.

In the burning of Chicago, October 9 and 10, 1871, the company lost property valued at \$1,000,000. The rebuilding of two elevators, of the office building on Kinzie Street, and of the freight houses entailed a large expenditure; but the ramshackle

buildings used for depot purposes after the fire were allowed to stand until the "eighties," when the depot and train sheds on Wells and Kinzie Streets were erected, and modern terminal facilities brought into existence.

The year 1876-77 witnessed the construction of the Menominee River Branch, 25 miles in length, and also of a 60-mile branch of the Cedar Rapids & Missouri River road, known as the Maple River Railroad. This was followed in June, 1877, by the consolidation of the La Crosse, Trempealeau & Prescott Railroad, which was practically controlled by the Chicago & North-Western since 1865. At the close of June the company virtually owned 2,078.14 miles of railroad and about 2,100,000 acres of land in Wisconsin, Michigan, Minnesota and Dakota, with 78 miles of new roads in Minnesota.

In 1879-80 there were 131 miles of road constructed, the Des Moines & Minneapolis road (58 miles) was leased; the Sheboygan & Fond du Lac was consolidated with the great system, as well as the Galena & Southern Wisconsin and the Chicago & Tomah narrow gauge roads. The Central Dakota road showed 170 miles complete prior to June 1, 1880, while the Iowa & South-Western was commenced.

In 1881 the railroads heralded the revival of trade, and all the great lines centering in Chicago assumed airs of confidence. The Chicago & North-Western was a leader in the upward and onward movement, for in that year the road to the new Felch Mountain iron district of Michigan, and the extension of the Menominee River Railroad were constructed, while the railroad and coal mines near Boone, Iowa, and the coal lands of the Consolidation Coal Company, in Iowa, were purchased. The same year the grouping of the various companies, owning the great system, was undertaken. The Elgin & State Line Railroad Company was reorganized so as to embrace the old line of that name, the St. Charles and the State Line & Union. Under the title Chicago, Milwaukee & North-Western Railway Company were grouped the Chicago & Milwaukee, the North-Western Union, the Milwaukee & Madison, the Chicago & Tomah and the Sheboygan & Western. Under the title Menominee River Railway Company, the old companies of that name in Wisconsin and Michigan were incorporated; while the Winona & St. Peter Railroad Company embraced the Plainview, the Chatfield, the Rochester & Northern Minnesota, the Minnesota Valley and the Chicago & Dakota.

To the year 1882 we must look for the beginning of the Chicago & North-Western, as it is now known, just in the same light as we look to that year for the beginning of modern Chicago. The Iowa South-Western was completed, 290 miles of the Toledo & North-Western were finished, the extension of the St. Peter road was begun, and in December the 1,147 mile system, known as the Chicago, St. Paul, Minneapolis & Omaha Railway, was merged into the greater system. This work of consolidation and construction was pursued in 1883, 1884 and 1885, throughout Wisconsin, Iowa, Michigan, Minnesota and Dakota, until on May 31, 1885, there were in operation

3,843.31 miles of road, well equipped with elegant terminal and way buildings. It was not only the evolution of the Chicago, St. Paul & Fond du Lac Railroad, but also of the Galena & Chicago Union Railroad of 1848. In May, 1893, it operated 4,273.07 miles of road, and during the year ending May 31, 1894, earned \$31,971,885.73, while the operating expenses, taxes, interest and sinking fund eat up \$27,694,157.76 of the total. The rolling stock at the close of May, 1893, included 898 locomotive engines and 30,393 passenger, freight and other cars on its eight great divisions.

The Chicago, Milwaukee & St. Paul Railroad Company, of Illinois, was organized April 1, 1872, by S. S. Merrill, John W. Cary, and others, to build a road from Chicago to the Wisconsin line. On February 7, 1874, the name of the old Milwaukee & St. Paul Railroad Company, commonly called "St. Paul Company" (organized May 5, 1863, by W. W. Pratt and W. H. White), was changed to the Chicago, Milwaukee & St. Paul Railway Company of Wisconsin, hence the present name. This great modern system originated in the Milwaukee & Waukesha Railroad, chartered February 11, 1847; organized November 23, that year, and authorized to extend the road to the Mississippi, *via* Madison, in 1848. On February 27, 1850, the name was changed to Milwaukee & Mississippi Railroad Company, and in 1851 the road was completed to Eagle, *via* Waukesha, to Milton in the fall of 1852, and to Janesville in January, 1853, when it absorbed the Madison & Prairie du Chien company, and the work of construction pushed forward until Prairie du Chien was connected with Milwaukee in 1856. In January, 1861, the Milwaukee & Prairie du Chien company, composed of men who purchased the road at sheriff's sale, incorporated and that company owned the road until December, 1867, when they conveyed title to Moran, Sage & Neilson, in trust for the St. Paul company. In the elaborate history of this road (treated in 392 royal octavo pages), written by John W. Cary, general counsel for the company, recently published, the evolution of a great system from a tiny railroad is shown and the process of absorption and construction amplified.

No less than 105 roads are incorporated in this system, now forming the twenty-five divisions. In the Chicago & Council Bluffs division, constructed between the years 1861 and 1880, there are 746.65 miles; in the Chicago & Evanston, built in 1885, 1888, 12.21 miles; in the Chicago & Milwaukee, constructed between 1871 and 1880, 87.34 miles; in the Chippewa Valley, constructed in 1882-83, 82.97 miles; in the Dubuque, built from 1871 to 1882, 325.20 miles; in the Hastings & Dakota, built between 1868 and 1887, 570.14 miles; in the Iowa & Dakota, built between 1869 and 1883 (except the short line from Stulta to Elkader, built in 1886), 532.46 miles, of which 22.64 miles (being the track from Emmetsburg to Estherville) have been removed. In the Iowa & Minnesota division, built between 1865 and 1882, there are 300.80 miles; in the James River, built between 1881 and 1887, 312.77 miles; in the Kansas City line, built from Cedar Rapids to Ottumwa, 90.60 miles, in 1883, and thence, 120.90 miles to Kansas City, in 1887, 211.50 miles; in the La Crosse, built between 1855

and 1883 (when the short line from North La Crosse to Onalaska was completed), 304.41 miles; in the Milwaukee & Northern Railroad division, completed between 1870 and 1889, and purchased in 1890, 356.40 miles; in the Mineral Point, built between 1853 and 1887, 160 miles; in the Northern division, constructed between 1854 and 1884, 225.62 miles; in the Prairie du Chien division, built between 1850 and 1857 (except 27.74 miles built in later years), 226.54 miles; in the Racine & South-Western, built between 1855 and 1881, 204.15 miles; in the River division, built between 1869 and 1882, 184.70 miles; in the Sioux City & Dakota, built between 1876 and 1887, a consolidation of the Dakota Southern & Sioux City and Pembina roads, 368.12 miles; in the Southern Minnesota, built between 1866 and 1887, 536.02 miles; in the Wabasha division, built in 1877 and 1878, 60 miles, and in the Wisconsin division, built between 1873 and 1890, 254.18 miles, or a total mileage of 6,150.52. This mileage represents the works on 107 distinct roads, and, indeed, of 107 distinct corporations.

Seven roads were purchased in 1880, including the old Chicago & Pacific (from Chicago to Byron), the depot of which used to be away up on Larrabee Street, as well as the long roads, known as the Southern Minnesota, 347 miles, and the Chicago, Clinton, Dubuque & Minnesota, 324 miles. No less than 349 miles of new road were constructed that year. The agreement of September 7, 1880, between this company and the Pennsylvania, Chicago, Burlington & Quincy, and Chicago & Alton, for the building and use of a union depot on Canal Street, was most beneficial to all the companies concerned and equally so to that section of the city. The ordinances made and measures taken in the matter of right-of-way along Kinzie Street, from Western Avenue to Halsted Street, and the ordinance of 1858, granting right-of-way to the Chicago, St. Paul & Fond du Lac Railway Company, from Kinzie Street to Van Buren Street, make interesting reading. The land-grants acquired by the Chicago, Milwaukee & St. Paul Company were so extensive that a land department was created in 1880. In 1881 the purchase of 3,000 acres of coal land southwest of Chicago, held in the name of the "Braceville Coal Company," and 2,000 acres near Oskaloosa, Iowa, (now operated by the "Excelsior Coal Company") at a total cost of \$500,000, pointed out to the people the fact that the young corporation was preparing itself to take a leading, if not *the* leading, place among the railroads of the country.

When it is learned that the lines of this great road show 318.08 miles in Illinois, 1,371.41 in Wisconsin, 1,553.25 in Iowa, 1,120.09 in Minnesota, 118.21 in North Dakota, 1,096.82 in South Dakota, and 140.27 in Missouri—seven great States—the progress of this system may be understood. Without men of intellect to develop and direct it, the railroad might still be in its nucleal condition, managed by 105 presidents, and as many boards of directors, with the Indian principles of government prevailing and wars of ambition or of interest occurring daily. In August, 1890, the general offices of the company were moved to Chicago, from Milwaukee, and the *personnel* of a great corporation became Chicagoan, as their road had previously become. The threat to

build the bridge at Rock Island, in 1889, in conjunction with the Chicago, Rock Island & Pacific Company, urged the Union Pacific to offer the use of their bridge. The gross earnings for the year ending June 30, 1893, amounted to \$33,975,054.71, and the operating expenses to \$22,488,107.83. The funded debt outstanding on that date was \$130,805,500. The length of main track owned was 5,714.80 miles, plus 9.33 miles owned jointly with other companies, making 5,724.13 miles, exclusive of 206.33 miles of second and third tracks and 1,222.92 miles of yard tracks, sidings, etc., making, in all, 7,215.39 miles of single track, including the second track between Chicago and Milwaukee, and the second track between Bensonville and Genoa. The rolling stock consists of 790 locomotives, 729 cars in passenger department (378 of which are heated by steam), 26,721 freight cars (6,160 of which have air brakes), 440 caboose cars and 61 wrecking and tool cars; while on the narrow-gauge lines are 7 locomotives, 9 cars in the passenger department and 317 in the freight department.

The Wisconsin Central Company and the Wisconsin Central Railroad Company may be said to be identical, the first being the name of the financial department, the second, that of the operating department. The former, at the close of 1892, owned, leased or operated 394.53 miles of road, including 122.19 miles of leased roads, while the latter owned or leased 492.32, including 74.20 miles of leased roads. The Wisconsin Central Company was organized June 17, 1887, while the Wisconsin Central Railroad Company, organized October 1, 1879, is a continuation of a company organized July 1, 1871, the trustees of which, under the mortgage of 1871, held the property from January, 1879, to October 31, 1889. They first acquired the Minnesota, St. Croix & Wisconsin, then the Wisconsin & Minnesota, the Chippewa Falls & Western, the St. Paul & St. Croix Falls, the Wisconsin Central, the Penoque and the Packwaukee & Montello roads, while holding the leased roads, known as the Milwaukee & Lake Winnebago and Chicago, Wisconsin & Minnesota, all of which, with two exceptions, they began to operate July 1, 1888. On April 1, 1890, the lease of its lines to the Northern Pacific was made, the consideration being 37½ and 35 per centum of gross earnings. The Wisconsin Central's land grant embraced 839,348.46 acres, of which area less than one-third was sold down to June, 1892. Its lines aggregate 886.85 miles, owned, leased and managed under traffic contracts.

The acquisition of the Chicago terminals is easily understood by the men concerned, but outside that circle the ordinary layman may know but little of the transaction. The Grand Central Depot was opened in October, 1890, about fourteen months after the builders commenced work. In 1888 the directors of the Northern Pacific resolved to have a terminal at Chicago. Early in the "eighties," Edwin H. Abbott, Charles L. Colby, Campbell and Rust obtained a franchise for the Chicago Great Western Railroad. In 1885 a pool was formed to build a road, and the franchise and stock, valued at \$1,000,000 were pooled at \$500,000. Samuel J. Tilden, John D. Rockefeller, C. N. Fay, and others subscribed \$1,500,000 cash toward the pool and

preferred stock for \$2,500,000 was issued. The second subscription to the Chicago Great Western was made up of \$4,000,000 first mortgage, and \$4,000,000 second mortgage bonds, \$5,000,000 preferred stock, and \$3,000,000 common stock. On January 13, 1889, the trustees of this pool rendered an accounting, showing \$8,102,708.26, and a balance of \$1,967,745, after all expenses, turned over to the Chicago Great Western. In calculating the fixed charges of new depot, the Wisconsin Central was to pay \$175,000, the Chicago Great Western, \$150,000; the Baltimore and Ohio, \$200,000, and the Northern Pacific, \$175,000, or a total of \$700,000. In June, 1889, this terminal property was valued at \$25,000,000.

The Northern Pacific Railroad was chartered in 1864, but not until July, 1870, was the work of construction commenced, and not until September 9, 1883, was the main line, from Ashland, Wis., to Portland, Ore., opened to traffic. The company have a half interest in the St. Paul & Duluth Railroad, control the St. Paul & Northern Pacific—St. Paul to Brainerd,—the lines of the Oregon & Transcontinental, the Seattle, Lake Shore & Eastern, the Northern Pacific & Manitoba, the Chicago & Calumet Terminal—24.80 miles—and the Chicago & Northern Pacific or Wisconsin Central. The main line is 2,137.14 miles in length; its branches and spurs, 1,217.82; its leased and operated lines, 1,888.95, and trackage rights, 18.22, making in all 5,262.13 miles. Its rolling-stock consists of 395 cars in passenger department; 18,911 in freight department, and 1,690 sundry cars, with 638 locomotives. The land grants amounted to 47,000,000 acres. Under the forfeiture act of September 29, 1890, the company lost the grant between Wallula and Portland, but it earned, down to June 30, 1892, no less than 46,824,960 acres, of which 8,382,495.13 acres were sold prior to June 30, 1893. In June, 1889, an expert valued the Chicago terminal of the Wisconsin Central lines at \$25,000,000, from the point of view of ultimate capacity and appreciation in value. On this valuation the Northern Pacific set aside its original traffic arrangement and made a full lease or purchase of the terminal property for \$13,500,000, but really for \$18,850,000, the amount of bonds issued. The gross earnings of the system, including all leased and branch roads, for the year ending June 30, 1893, amounted to \$29,551,302.94, while the operating expenses amounted to \$18,793,339.84. The total income from all sources was \$12,924,689.78, against which were charges of \$13,813,945.46, thus showing a deficit of \$889,255.68. In August, 1893, Thomas F. Oaks, Henry C. Payne and Henry C. Rouse were appointed receivers, and under their rulings many of the leased roads were returned and the leases canceled. On October 10 the Chicago & Northern Pacific was placed in receivers' hands and various leased lines were cast out of the system.

The Chicago & Calumet Terminal Railway Company came into existence September 8, 1887, when the Calumet River, the Hammond & Lake Michigan and the Chicago & Calumet Terminal Railroads were consolidated. The main line embraces the 22.30 miles from McCook, Ill., to Whiting, Ind., with the Hammond and Hege-

wisch branches. The stock and bonds are owned by the Northern Pacific Railroad Company, who operate the road. The equipment in June, 1892, comprised seven locomotive engines and thirty-four freight cars.

The Illinois Central Railroad. The history of this road may be said to begin in 1832, when a railroad from Cairo to Peru was suggested, and, in 1835, when one from the mouth of the Ohio, to the lead mines at Galena, Ill., was proposed. Such statesmen as Stephen A. Douglas and James Shields saw, at once, the practicability of a central iron way through the State and, further, the possibility of placing, in point of time, the great grain fields and lead mines of Illinois beside the great cotton and sugar fields of Louisiana and the long and short-leaf pine forests of the South Central States. On January 18, 1836, the act chartering the Illinois Central Railroad was passed, and, later, in 1837, \$3,500,000 were appropriated to construct the road from Cairo to La Salle, where freight and passengers could be transferred to canal boats, as the projectors dreamed that a canal, connecting Lake Michigan and the Mississippi River, would be completed by the time their road would be ready for traffic. In May, 1837, workmen appeared on the right-of-way, and were grading the road, when the financial storm swept them away.

On March 6, 1843, Darius B. Holbrook *et al.*, under the title Great Western Railway Company, became possessors of the work performed under the charter of 1836 and the appropriation of 1837, and hoped to obtain pre-emption rights to the railroad lands. Their hopes were destroyed by Congress in 1844, and in 1845 they lost their charter. In 1849 the charter was restored, and Illinois may be said to have donated all the work done on the State railroads in 1837, as well as the right-of-way from Cairo to Chicago. On February 1, 1849, Judge Sidney Breese attempted to obtain from Congress a large grant of land for this company, but Douglas and Shields opposed his plans, and in 1850 had their own bill, providing for grants to all railroads, passed in September, 1850. Under that act the project of uniting the gulf territory with that of Lake Michigan was feasible, and a railroad from Chicago, Ill., to Mobile, Ala., was proposed. In December, 1850, Robert Schuyler, George Griswold, Governor Morris, Franklin Haven, David A. Neal, Robert Rantoul, Jr., Jonathan Sturges, Thomas W. Ludlow and John F. A. Sanford, petitioned the Legislature, giving an outline of their plans, for a special charter. The petition was granted February 10, 1851, accepted by the corporators March 19, that year, and by May 20, 1852, the road was open from Kensington, then Calumet, to Thirteenth Street (just south of the new depot building), Michigan Central trains being the first to run into the city over the new road. In July, 1854, the 128 miles of road from Chicago to Urbana, Ill.; in November the short road from Freeport to Galena, and the 118 miles from Sandoval to Cairo, were completed; but not until January 8, 1855, was the main line from La Salle to Cairo opened. On June 11, 1855, the road from Galena to Dunleith was opened, and on June 12, 1855, the branch from La Salle to Dunleith, but not until

September 20, 1856, was the Chicago branch (249.78 miles long) opened for traffic, thus giving 706.6 miles of road at a cost of \$35,110,609.21, or \$18,000,000 over the original estimate. The Peoria & Oquaka Road, from Gilman to El Paso, Ill., built in 1857, connected the main line with the Chicago branch. Ten years after, the Dubuque & Sioux City Road was leased, and the construction of the Dubuque-Dunlieth bridge begun. In 1869 that bridge was finished, and the building of the Cedar Falls & Minnesota Railroad (54 miles) and the Iowa Falls & Sioux City Railroad (49 miles) commenced. In 1870 the Belleville & Southern Illinois, connecting Cairo with St. Louis, was opened, and the year after the Gilman, Clinton & Springfield Road was constructed. In 1853 the depot at the foot of Randolph and Lake Streets was opened, and continued in use from that period until fire swept it away in 1871. The ruin was used for depot purposes until 1893, when a new building was erected farther south.

In 1872, the Illinois Central contracted with the owners of what was known as the Mississippi Central system (232 miles), and the New Orleans, Jackson & Great Northern Railroad system (206 miles), for an interchange of traffic. The Mississippi Central extended its road from Jackson, Tenn., to the Ohio River, opposite Cairo, 108 miles, and that extension was opened December 24, 1873, thus practically binding New Orleans to Chicago in bands of iron. The complicated arrangement of the southern companies with the Illinois Central Company was tested in 1876, when their roads passed into the hands of receivers. On January 1, 1878, they became an integral part of the Illinois Central system, under the title Chicago, St. Louis & New Orleans Railroad Company, and on January 1, 1882, their 548 miles of main lines, 31 miles of branch lines, 106 locomotives, 2,241 cars, \$1,000,000 five per cent. and \$125,000 six per cent. bonds, with \$623,043.70 in cash, were surrendered to this Northern stranger, that, by degrees, swallowed up its old allies. Prior to 1878, the road was looked upon as a freight road, its passenger traffic being limited and non-paying. In 1883, the Canton, Aberdeen & Nashville Railroad was begun, and a controlling interest in the road from Grenada to Memphis was acquired. The South Chicago Branch, a double track road, 4¾ miles long, was constructed in 1883, and equipped for heavy suburban and freight traffic. In 1880, the Kankakee & Southwestern Railroad was extended to Minonk, and the independent connection with the Chicago Branch made; while the middle division was extended to the main line near Bloomington. The Chicago, Madison & Northern Railroad was commenced in 1886, and completed from Chicago to Freeport, Madison and Dodgeville, in August, 1888, the right-of-way through Chicago being acquired two years later.

The Chicago, Havana & Western road (130 miles long), was purchased at sheriff's sale in 1887, and the narrow-gauge road, from West Lebanon, Ind., to Leroy, Ill., (76 miles long), was acquired in a similar way. This last road was changed to standard gauge. The troubles brought about by the building of the Chicago, Burlington & Northern Railroad, between East Dubuque and Portage Curve, over 13 miles of the

Illinois Central's right-of-way, resulted in the purchase of that road by the Central Company, who leased it to the builders, who use the bridge at Dubuque jointly with the Chicago, St. Paul & Kansas City Company and the Central, the last named company purchasing the stock of the Duluth & Dubuque Bridge Company in 1888. The road known as the Cherokee & Dakota Railroad, 153 miles long, from Cherokee, Iowa, to Sioux Falls, S. Dak., and from Cherokee to Onawa, as well as a road from Manchester to Cedar Rapids, Iowa, were built about that time, while the securities of the Dubuque & Sioux City Railroad Company and of the Iowa Falls & Sioux City Railroad Company (the first 143 miles long and the second 183 miles long), were purchased, and the roads fell, practically, into the hands of this corporation. The Yazoo & Mississippi Valley Railroad, on which the Illinois Central Company expended large sums of money, was completed in 1886, and from 1884 to 1890, no less a sum than \$33,000,000 was expended on modern improvements, such as the building of a new bridge, the purchase of elevators, depot buildings, and construction. The bridge over the Ohio River, above Cairo, was completed and opened October 29, 1889. This structure, which is 3 miles and 4,720 feet in length, cost \$2,700,000, abolished the slow transfer boat, and gave an all-rail route, bringing New Orleans, 915 miles away, within less than thirty hours of Chicago. The whole system, 2,888.47 miles, makes the Dakotas and the Gulf States neighbors, and places Chicago within easy distance of the Northern and Southern peoples.

From June, 1890, to June, 1893, the Illinois Central Company gave attention to the Chicago end of their main line. The great terminal passenger depot and general office building, on the Lake Front at Twelfth Street, erected at a cost approximating \$1,450,000, was practically finished in April, 1893, while the great embankment, commenced in June, 1892, extending 3.05 miles from Forty-seventh Street to Seventy-first Street, was constructed in 1892-93, at a cost of \$1,175,825.36, of which sum \$350,000 were contributed by other interests. The completion of the new depot at New Orleans and extraordinary improvements in rolling stock, road and buildings, marked that period. In October, 1892, the Louisville, New Orleans & Texas Railroad was consolidated with the Yazoo & Mississippi Valley Railroad, and the removal of the Weldon shops to Burnside, near Pullman, was effected.

The claims of the Illinois Central Company to that part of Chicago's lake front from Twelfth Street to Randolph Street, made under the act of the Illinois Legislature of 1869, which was repealed April 15, 1873, were cast aside by the United States Supreme Court December 5, 1893, the decision leaving it only the right-of-way, declaring Chicago to be the riparian owner, and the fee to the lake front to be inalienably in the State. The property claimed by the company was valued at \$761,800; but a conservative estimate showed it to be worth many millions. The act of 1869, which was passed over the Governor's veto, also turned over to the company the three city blocks north of Monroe Street (on condition that the company would

pay to the city \$800,000), but not the two northern blocks, which were donated to the city by the United States. Altogether the act of 1869 was a cowardly betrayal of the people's interests, and in ignoring it the Supreme Court vindicated representative government, showing however venal a Legislature may be, the wrongs it may inflict can be righted and its beneficiaries made to suffer.

In June, 1893, the company had 17,191 cars of all descriptions, 595 locomotives and 3,741.24 miles of track, including 2,891.17-miles of main track. The gross earnings for the year ending on the date given amounted to \$20,095,190.69, and the expenses of operation and taxes to \$14,283,934.35, including \$646,496.63 paid the State under the seven per centum tax. The total sales on donated lands down to that date reached 2,486,295.81 acres, leaving 107,809.07 acres unsold. Under the clause in charter, binding the corporation to pay seven per centum of the gross earnings of the original lines into the State treasury, no less than \$11,873,337.14 were paid down to October 31, 1889, and about a million of dollars since that time. The governor of Illinois is *ex-officio* director of the corporation, since the State has a seven-one-hundredth interest in the road.

Chicago & Alton Railroad. This well-established short line between Chicago and St. Louis, originated in the Alton & Sangamon Railroad. On February 27, 1847, residents of Alton and Springfield contributed liberally toward the construction of a railroad between the two points, and so earnest were they, that not a few of the stockholders turned out to work as graders and tracklayers. One in particular, Capt. Godfrey, incumbered all his property to help along the enterprise, and with this sacrifice added that of making his home in a construction car, from the spring of 1847 until the line was completed and opened, in 1853.

In the summer of 1852, the people of Bloomington, aided by the people of Springfield, organized the Chicago & Mississippi Railroad Company, and by 1854 completed the road as far north as Bloomington, whence it was extended to Joliet within the succeeding two years. Then the Joliet & Chicago Railroad Company, chartered in 1854, came into real life, secured entrance to Chicago, and in 1857 completed the fourth link in the chain between Alton and Chicago, trains entering the Chicago, Rock Island & Pacific depot, until the new terminal would be completed. Meantime the name of the Chicago & Mississippi Railway was changed to the Chicago, Alton & St. Louis Railroad, and a new road from East St. Louis to Joliet projected; but in August, 1855, the road and franchise were leased to Hamilton Spencer, of Bloomington, Ill., who assigned the lease. In December, 1857, the road which cost \$9,535,000, was sold to Governor Mattison and his co-speculator E. E. Lichfield, of Boston, for \$5,000, subject to a few small incumbrances. Then the St. Louis, Alton & Chicago Railroad (a slight change from the name of 1855), was re-organized; but in 1859 two receivers were appointed to take charge of the company's property, and they operated the road until the fall of 1862, when the Chicago & Alton Railroad Company purchased it at

legal sale. In 1864 the Joliet & Chicago Company's road was leased, and next the old St. Louis, Alton & Chicago Company's line, finished January 1, 1865, came into the control of the new Chicago & Alton Company immediately. The St. Louis, Jacksonville & Chicago Company was in legal existence for fifteen years before its line to Pittsburg was completed; sixteen years before that to Bloomington was finished, and seventeen years before it became one of the leased lines of the Chicago & Alton. In 1870 the division from Dwight to Wenona was purchased, and the branches from Wenona to Washington and from Varna to Lacon were completed, bringing the length of track up to 511 miles.

In 1871 the franchise of the St. Louis, Jacksonville & Chicago Company, in that part of their projected road between Roodhouse and Louisiana, was acquired and the road completed. A contract for finishing the line from Louisiana to Mexico, in Missouri, was entered into with the Louisiana & Missouri Company, and another contract for a mutual traffic arrangement, with roads connecting at Mexico, to enter Kansas City. The road from Mexico to a point opposite the Capitol at Jefferson City, was finished in July, 1872, and the bridge over the Mississippi at Louisiana was completed in December, 1873. The acquisition of the Joliet & Mazon River Railroad, which paralleled the Alton, was made, under lease, in 1875. In 1876 the troubles arising out of the inability of the Louisiana & Missouri Company to complete its road from Mexico to Kansas City (163 miles) became serious. A year after the Kansas City, St. Louis & Chicago Railroad Company was organized, the bridge at Louisiana leased, and, by July, 1878, their road and the iron or steel bridge over the Missouri were open to traffic, the total expenditure being \$3,592,027.95. The road from Joliet to Mazon River, named above, but known as the Chicago & Illinois River Railroad, was sold by order of court in 1879, and purchased by the Chicago & Alton. In 1881 the short line from Coal City to Braceville, connecting the Joliet & Mazon River road with the main-line, was constructed and the road thus was made a double-track one as far south as Odell, Ill.

In 1882 the loop between Godfrey or Monticello and Milton was completed, and in 1884 the St. Louis, Jacksonville & Chicago Railroad became the property of the Chicago & Alton Company. The mileage at the close of 1893 was 843.40, comprising the main line to East St. Louis, 280.70; Coal City line, 24.48; Dwight to Washington and Lacon, 79.80; Roodhouse to Kansas City, 250.42; Bloomington to Wann, via Godfrey and Jacksonville, 158, and Mexico to Cedar City, 50 miles. The additional main tracks measure 109.88 miles and the side track 229.12. The gross earnings for the year 1893 amounted to \$7,872,108.83, and the disbursements to \$6,216,993.90, exclusive of \$1,582,386 paid as dividends to stockholders. In fact, the operating expenses alone did not exceed \$4,655,889.15 (of which \$2,689,629 were paid for labor to 4,011 men), which would leave the net earnings at \$2,910,751.06.

The Wabash Railroad. The Toledo & Illinois road from Toledo to the west line of Ohio, 75.5, opened on July, 1855, was consolidated June 25, 1856, with the

Lake Erie, Wabash & St. Louis (166.10 miles) under the title "Toledo, Wabash & Western Railroad Company." Sold under foreclosure in 1858, the road was reorganized as the Toledo & Wabash the same year, and in May, 1865, was consolidated with the Great Western of Illinois (built in 1859, from the Indiana line to Meredosia, 180.70 miles), the Quincy & Toledo (34.60 miles) and the Illinois and Southern Iowa (29.10 miles), under the consolidated name of 1856. The reorganized company absorbed the Decatur & East St. Louis railroad, 108.50 miles (as built in 1871), in 1870, and in 1875 all fell into the receiver's hands, the stock at that time being \$16,000,000, and the debts almost \$23,000,000. There were 589.90 miles of road in the system proper, and 263.95 miles of other roads operated. The Wabash Railroad Company, reorganized January 1, 1876, purchased the property, canceled the leases, but renewed them with the Hannibal & Naples, the Chicago, Burlington & Quincy, and the Toledo, Peoria & Western for 77.58 miles of trackage.

The St. Louis, Kansas City and Northern railway companies consolidated with the Wabash November 7, 1879, under the title "Wabash, St. Louis & Pacific Railway Company." Thus the North Missouri, the Chariton & Randolph, and the Missouri Valley (begun in 1854 with State aid and opened in 1868) added 354.10 miles with the St. Louis, Kansas City and Northern roads from Ferguson, Mo., to Union depot, St. Louis; from Salisbury to Glasgow, from Rosebery to Clarinda (46.10 miles), the main line from Brunswick, Mo., to Council Bluffs, Iowa (225 miles, built in 1879), and 219.80 miles of leased lines, in all 1,523.47 miles formed the system in 1879.

The leasing of the Eel River road, at the close of 1879, or in May, 1880, the Toledo, Peoria & Western (247 miles completed in 1868), the Chicago & Strawn, and the Chicago & Paducah, the Champaign, Havana & Western, the Quincy, Missouri & Pacific, the Missouri, Iowa & Nebraska, and the Centreville, Moravia & Albia roads in 1880, added largely to the system. The lines purchased, in 1881, were the Peoria, Pekin & Jacksonville (72.9 miles) and the Springfield & Northwestern (47.2 miles). The Quincy, Missouri & Pacific, opened in August, 1881, the Attica & Covington, opened in September, the Braidwood (Ill.) branch, the Des Moines & Northwestern, the Detroit & Butler (112.6 miles), the Indianapolis, Peru & Chicago (161 miles), the Cairo & Vincennes (267.3 miles), or a total of 960.3 miles, were acquired in 1881, bringing the mileage owned and operated up to 3,348. In 1882 the St. Louis, Jerseyville & Springfield, the Des Moines & St. Louis, the extension of the Des Moines & Northwestern, the Champaign & Sidney branch, and the new Humeston & Shenandoah, of Iowa, 113 miles long, built in conjunction with the Chicago, Burlington & Quincy, increased the mileage, while the short line, from Hannibal to Moberly (built in 1883), and some minor additions, brought the mileage up to 3,566.2 miles by December 31, 1883.

On May 1, 1884, the total mileage was 3,610, too huge to handle, evidently, for the system passed into the hands of receivers May 28, 1884, and by January 1, 1887, was

shorn of at least 1,541 miles of line. On April 10, 1883, the St. Louis, Iron Mountain & Southern Railroad Company leased the system and operated it until the era of receiverships. In 1885 measures for reorganization were taken, and the property was sold to the reorganization committee, April 26, 1886. When the Wabash Western was organized in 1887, the lines west of the Mississippi were transferred to it, with the Eel River, the Detroit & Butler, the Attica & Covington, the Champaign & Southwestern, and the Des Moines & St. Louis roads, to be operated for the "purchasing committee." Other branches of the former system, such as the Peoria, Pekin & Jacksonville, and the Springfield & Northwestern, were leased to the Chicago, Peoria & St. Louis Railway Company in February, 1887. On March 11, 1889, the Chicago division was sold to the purchasing committee for \$3,500,000, and in May, following, the other lines, east of the Mississippi, were bought for \$15,500,000.

The Wabash Western Railroad Company was organized in March, 1887, and shortly after took possession of the Wabash, St. Louis & Pacific lines, west of the Mississippi, with that from Detroit to Logansport, that from Attica to Covington, and that from Champaign to Sydney. The consolidation of July 29, 1889, in effect August 1, 1889, placed the Wabash Western and the Wabash system under one title "Wabash Railway." It was the beginning of the trans-Mississippi extensions, following the attempts made prior to the foreclosure sale of May 15, 1889. The system, on June 30, 1893, comprised 1,361.9 miles of road east of the Mississippi and 616.9 miles west of the Mississippi, exclusive of double track and sidings, the aggregate length of which, if added to the main lines, would give 2,575.9 miles, exclusive of 23.4 miles of unused road from Albia to Harvey, and 70 miles of trackage between Hannibal and Moberly, Mo. The long lines within the system include that from Toledo, Ohio, to East Hannibal, Ill. (462.3 miles, exclusive of 197.7 miles of sidings and double track); that from Decatur to East St. Louis, 110.2 miles, exclusive of 38.5 miles of side-track; that from Chicago to Effingham (213.4 miles, including 8 miles of Western Indiana track at Chicago); that from Detroit, Mich., to Logansport, Ind., via Delray and Butler (208.7 miles, exclusive of 77.5 miles of sidings); that from St. Louis to Kansas City (276.8 miles); that from Moberly, Mo., to Ottumwa, Iowa, 131.2 miles, and that from Montpelier, in the northwest corner of Ohio, to the Illinois State line (155.4 miles), opened May 14, 1893, as a short line between Chicago and Detroit. These, with twenty short lines, make the system as we know it in the summer of 1894. The gross earnings for the year ending June 30, 1893, were \$14,222,444.24, and the net earnings \$3,412,839.83. The rolling stock comprises 400 locomotives (including 25 new ones purchased in 1893 for the Detroit and Chicago extension); 322 passenger, express, mail and baggage cars, and 13,434 freight cars. The rolling stock in the passenger department is undoubtedly the best of all the great roads entering Chicago.

Chicago, Rock Island & Pacific Railway Company. This great railroad system bears the same relation to Chicago, that the sister road, the Lake Shore & Michigan

Southern does. They entered the city the same year and live here under the same roof. One connects with the great Pacific Coast railroad system in Colorado, the other with a great Atlantic Coast system at the head of the Niagara River. Here, they have occupied the same terminals since 1853, one bringing the city into close business relations with the great West; the other, with the older and wealthier East.

On February 27, 1847, the Rock Island & La Salle Railroad Company was incorporated, with a capital stock of \$300,000. The commissioners authorized to receive subscriptions were Joseph Knox, F. R. Brunot, N. B. Buford, William Vandever and Nathaniel Belcher, of Rock Island County; Joshua Harper and James G. Bolmer, of Henry County; Cyrus Bryant, Justus Stevens and R. T. Templeton, of Bureau County; John V. A. Hors and W. H. W. Cushman, of La Salle County. In February, 1848, the subscription books were opened; but not until November, 1850, were the books closed, when it was found that the contributions amounted to \$299,500. Nine directors were elected, who organized, November 27, 1850. Their petition to change the name to the Chicago & Rock Island Railroad Company; to continue the road, from its then terminus, to Chicago, *via* Ottawa and Joliet, to increase its capital to a sum not exceeding \$3,000,000, and to elect thirteen directors, were all granted in the Act of February 7, 1851, and, in April, J. B. Jervis was chosen president. Some legal technicalities mastered, construction commenced April 10, 1852, and, on October 18, trains were run to Joliet. There were 188 miles completed and in operation before the close of 1854, the road to Rock Island from Chicago being opened February 22, that year. Meantime, Western extensions were surveyed from Davenport, Iowa, to a point on the Missouri, near the mouth of the Platte, and one from Muscatine, southwest to another point on the Missouri, by auxiliary companies, and in August, 1853, contracts were awarded for construction. The Mississippi & Missouri Railroad Company was incorporated February 22, 1852, to build from Davenport to Council Bluffs. On January 17, 1853, the Illinois Legislature chartered "The Railroad Bridge Company," with power to bridge the Mississippi to its center. The Mississippi & Missouri Company meantime had authority, under its Iowa charter, to build the western half of the bridge. In December, 1854, the companies named, with the Chicago & Rock Island Company, agreed to build that bridge, each guaranteeing one-third of principal and interest. Under this agreement the first bridge over the Mississippi was completed, April 21, 1856. Then the injunction by the United States, and the suits growing out of the wreck of the steamer, "Effie Afton," followed, the Bridge Company being victorious in the courts. Another suit was instituted in the United States District Court, the bill being sustained April 18, 1860, by Judge Love, who ordered the bridge and piers to be removed before October 1, that year. This judgment makes most interesting reading—a mediæval judgment indeed. A large volume could easily be filled with a recital of the lawsuits growing out of this pioneer bridge across the Mississippi. In 1868 the United States entered into an equitable arrangement with the

Chicago, Rock Island & Pacific Railroad Company for building a new bridge. The beginning and growth of this great feeder of Chicago's trade and commerce are set forth concisely in a paper recently written by the present general auditor, Mr. C. S. Matthews. It is quoted as follows:

"The Chicago, Rock Island & Pacific Railway Company is a consolidated company and owns its property, located in the States of Illinois, Iowa, Missouri, Kansas, Nebraska, Colorado and the Indian Territory, by virtue of its articles of consolidation and purchases as hereinafter stated. As a consolidated organization its constituent companies are as follows: The Rock Island & La Salle Railroad Company, created by special charter granted by the State of Illinois, February 27, 1847; the Chicago & Rock Island Railroad Company, successor to the Rock Island & La Salle, by amendment to the charter of the former company, February 7, 1851. On the 1st day of February, 1853, the Mississippi & Missouri Railroad Company was incorporated under the general laws of the State of Iowa, and the road constructed by it sold under foreclosure to the Chicago, Rock Island & Pacific Railroad Company, incorporated under the general laws of the State of Iowa, on the 28th day of May, 1856. On the 20th day of August, 1866, the Chicago & Rock Island Railroad Company of Illinois, and the Chicago, Rock Island & Pacific Railroad Company of Iowa were consolidated by virtue of the general laws of the States of Illinois and Iowa, the consolidated company taking the name of the Chicago, Rock Island & Pacific Railroad Company. On the 4th day of January, 1860, the Platte City & Fort Des Moines Railroad Company was incorporated by the Legislature of Missouri, and on the 4th of January, 1860, the Platte City & Fort Des Moines Railroad Company was organized under a statute of said State. On the 30th of July, 1867, the name of the Platte City & Fort Des Moines Railroad Company was, by resolution of said company, changed to the Leavenworth & Des Moines Railroad Company. On the 3d of March, 1869, the name of the last-mentioned company was changed by the Legislature of Missouri to the Chicago & Southwestern Railway Company, and on the 12th day of May, 1869, there was organized under the general incorporation laws of the State of Iowa, a corporation by the name of the Chicago & Southwestern Railway Company. On September 25, 1869, by virtue of the general laws of Iowa and Missouri, the two last-mentioned companies were consolidated into a consolidated company known as the Chicago & Southwestern Railway Company.

"A mortgage covering the property of the Chicago & Southwestern Railway Company in Iowa and Missouri, was foreclosed subsequent to the above mentioned consolidation, and at the sale under said mortgage said property was sold to the Iowa Southern & Missouri Northern Railway Company, a corporation organized under the general laws of the State of Iowa, on August 27, 1876. On November 29, 1870, there was organized under the general laws of the State of Missouri, a corporation known as the Atchison branch of the Chicago & Southwestern Railway Company, and on August 16, 1871, a consolidation of the last mentioned company was effected with the Chicago & Southwestern Railway Company of Iowa and Missouri. On April 30, 1869, there was incorporated under the general laws of Iowa, the Des Moines, Indianola & Missouri Railroad Company, which constructed a road from Des Moines in Iowa, to Indianola in said State. There was incorporated under the general laws of the State, the Des Moines, Winterset & Southwestern Railroad Com-

pany, which constructed a road from a junction with the Des Moines, Indianola & Missouri railroad to Winterset, which two last mentioned railroads were conveyed to the said Iowa Southern & Missouri Northern Railway Company. On August 4, 1877, there was organized under the general laws of Iowa, the Newton & Monroe Railroad Company, which constructed a railway from Newton to Monroe, Iowa, and on June 11, 1878, there was organized under the same laws, the Atlantic & Audubon Railroad Company, which constructed a railroad from Atlantic to Audubon, and, on August 27, 1879, there was organized the Atlantic Southern Railroad Company, which constructed a railroad from Atlantic to Griswold, in said State, and, on October 27, 1879, there was organized under the said laws the road from Avoca to Carson in Iowa.

"On June 2, 1880, pursuant to the general laws of the States of Illinois and Iowa, articles of consolidation were entered into between the above-mentioned Chicago, Rock Island & Pacific Railway Company, the Iowa Southern and the Missouri Northern Railroad Company, the Newton & Monroe Railroad Company, the Atlantic Southern Railroad Company, the Avoca, Macedonia & Southwestern Railroad Company, and the Atlantic and Audubon Railroad Company, whereby was created the corporation known as the Chicago, Rock Island & Pacific Railway Company. Under the laws of the State of Missouri there was organized a corporation known as the St. Joseph & Iowa Railroad Company, these laws beginning with the 22d day of January, 1857, and terminating the 19th day of March, 1866, and the railroad constructed by this company in Missouri has been conveyed to the Chicago, Rock Island & Pacific Railway Company. Under the general laws of Iowa the following-named companies were organized on the dates named, respectively: The Avoca & Harlan Railroad Company, organized on the 15th day of June, 1878, which constructed a railroad from Avoca to Harlan, Iowa, and the Guthrie & Northwestern Railroad Company, organized on October 4, 1879, which constructed a railroad from Menlo to Guthrie Center, in Iowa, which two roads have been, since their construction, purchased by the said Chicago, Rock Island & Pacific Railway Company. On the 17th day of March, 1886, there was organized, under the laws of Kansas, the Chicago, Kansas & Nebraska Railway Company, which company constructed a line from the Missouri River westward to Colorado Springs, in Colorado, through the States of Kansas and Nebraska and southward through the State of Kansas into the Indian Territory. The road so constructed has been foreclosed and purchased by the Chicago, Rock Island & Pacific Railway Company."

In the quotation given, little is said of the dates of opening these several lines to traffic, so that a memorandum of such interesting events is given as follows: On January 3, 1856, the Mississippi & Missouri Company's road from Davenport to Iowa City was completed, and on July, of that year, the Muscatine branch was opened to traffic. On January 1, 1859, the road from Muscatine to Washington, Iowa, was finished. In August, 1866, the Chicago, Rock Island & Pacific owned the main line from Chicago, Ill., to Kellogg, Iowa, 360 miles, and leased the Peoria & Bureau Valley road, as completed in 1854. In 1867 the road was opened to Des Moines. In 1869, the branch from Leavenworth, Kan., to Ottumwa, Iowa, was commenced by the Chicago & Southwestern, but the ideas of the builders were changed and a line was built over another route subsequently. In August, 1871, the Chicago & Southwestern railroad

was incorporated in the Chicago, Rock Island & Pacific system. That year the Des Moines, Indianola & Missouri Railroad was commenced, and in 1872 the Des Moines, Winterset & Southwestern road—both being merged into the Iowa Southern & Missouri Northern system, the first in 1876, and the second in 1877. The building of the South Chicago branch, in 1874, over the right-of-way purchased from the Calumet & Chicago Canal and Dock Company; the construction of a branch from Washington to Sigourney, Iowa, in 1872, thence to Oskaloosa in 1875, and to Knoxville, Iowa, in 1876; the acquisition of the Chicago & Southwestern lines in September, 1876, by the Iowa Southern & Missouri Northern, and that of other roads during the ensuing two years brought the Rock Island system up to 1,231 miles by the close of 1878. The extraordinary development of the system since the consolidation of 1880, is omitted in the paper of Mr. Matthews, as quoted. The pioneer road of Iowa, known as the Keokuk, Fort Des Moines & Minnesota Railroad, organized November 3, 1853, changed the name to the Des Moines Valley Railroad Company June 3, 1864, but was sold to two companies in 1873 under foreclosure. It now forms part of the Chicago, Rock Island & Pacific system under the leases of October, 1878 (from Keokuk to Des Moines, 162 miles), and of January 1, 1887 (from Des Moines to Ft. Dodge, 88 miles, and to Ruthven, 55 miles, or 143 miles). To-day it embraces 3,570 miles, exclusive of the Texas line to Fort Worth (as completed July 30, 1893); employed 10,727 men in March, 1894; paid \$601,471.77 a month in wages, and expended for the year ending March 31, 1894, the sum of \$14,977,479.25, for operating expenses, of \$21,039,073.34, received as gross earnings; but fixed charges and dividends left only \$208,498 net revenue.

The mileage on April 1, 1880, was 1,311 miles (operated lines); in 1885, 1,383 miles; in 1890, 3,339 miles; 1891, 3,408; 1892, 3,456; 1893, 3,610, and 1894, 3,571, exclusive of the Chicago, Rock Island & Texas from Red River to Fort Worth. This company, owning jointly with the Lake Shore & Michigan Southern Company the most valuable terminal in the West, with her sister road embarked in the great enterprise of elevating the tracks from Sixteenth Street to Sixty-third Street in August, 1894. The presidents of the road, since the consolidation of 1880, are named as follows: Hugh Riddle, 1880-83, and Ransom R. Cable, 1883 to the present time. The roll of vice-presidents embraces the names of David Dows, who served from 1880 to his death, in 1890; Ransom R. Cable, 1880-83; A. Kimball, 1883-87; W. G. Purdy, 1887; Benjamin Brewster, 1890; H. A. Parker, 1890, and W. H. Truesdale, 1894. Messrs. Brewster, Purdy and Truesdale are the present vice-presidents. *Vide* chapter on Trade and Commerce for relation of this road to Chicago's progress.

Chicago, Burlington & Quincy. The foundation of this great railroad system was made November 1, 1850, when the Aurora Branch Railroad Company, organized in 1849, completed a short road from Aurora to the line of the Galena & Chicago Union Company in Du Page County. The cars of the new company were run over the pio-

neer line, under an equitable contract, until December, 1851, when a traffic contract was entered into by both roads to endure for thirty years, but in 1854 it was amended materially, the Peoria & Oquawka, the Central Military Tract and the Aurora branch, then the Chicago & Aurora, forming a pool for business purposes. This branch road being completed to Mendota was coveted by James F. Joy and his fellow speculators in railroads, as it earned over \$300,000 in 1854, against \$152,000 expended that year. With the Peoria & Oquawka finished from Peoria and Galesburg and the Central Military Tract under construction, the nucleus of a system was formed. In 1855 the Northern Cross Railroad was completed from Galesburg to Quincy, and in March of that year trains were run from Chicago to Burlington. The special act of February 14, 1855, changing the name of the Chicago & Aurora to Chicago, Burlington & Quincy, and the act of July 9, 1856, authorizing the consolidation of the Aurora Branch, then the Chicago & Aurora, from Chicago to Mendota, with the Central Military Tract road from Mendota to Galesburg, was passed. The Northern Cross road from Galesburg to Quincy (100 miles), and the Peoria & Oquawka roads, were purchased by this company in 1856, and became known as the Chicago, Burlington & Quincy railroad, which then had 210 miles of permanent way, including the Galena & Chicago Union Company's thirty miles to Geneva Junction. Such were the beginnings of this great road, which now stretches westward to Denver.

From 1856 to 1863 the line of the Galena & Chicago Union Railroad, from Geneva junction to the Chicago terminal was used. In that year the Chicago, Burlington & Quincy, obtained a right-of-way to the Lake Front, along North or Sixteenth Street, and the Illinois Central tracks for passenger trains; while on Stewart Avenue, near the south branch of the river, a tract of ten acres was purchased for elevator and freight yard purposes.

The Jacksonville & Savannah and the Peoria and Hannibal roads were leased in 1861, one of the conditions of the lease being that the Chicago, Burlington & Quincy should complete and equip such roads. These conditions were met in 1862. In October, 1863, the division, extending from Peoria to Burlington, was sold under foreclosure, and purchased by the Chicago, Burlington & Quincy. Such additions, with the new road to Aurora, brought the mileage up to 400 miles. During the years of civil war the company acquired additional and valuable river front and yard lands in the neighborhood of Sixteenth Street, while west of the Mississippi favorable contracts were made with the Burlington & Missouri, in 1865, and with the Hannibal & St. Joe in 1866. The bridge at Burlington was commenced in 1867 and completed in 1868; in June, 1869, the Hannibal & St. Joe bridge, at Kansas City, was finished, and later, that year, the bridge at Quincy was opened for traffic. The year was a golden one in the road's history, for, in addition to the work recorded, the line from Lewiston to Rushville was completed, the Keokuk & St. Paul Company's unfinished road was purchased and completed and the road

from Buda, in Bureau County, to Elmwood almost completed, thus increasing the mileage owned to over 600 miles.

In the summer of 1870 a road from Beardstown to Bushnell was built. This, in 1875 or 1876, passed into possession of the Chicago, Burlington & Quincy. The lines from Quincy to Carthage, from Aurora to Geneva (10 miles), and from Mendota to Prophetstown (45 miles), were built in 1871, and the company then operated over 761 miles of railroad, at an expense of \$4,202,977.76 for the year. The Chicago & Iowa Railroad (83 miles in length), from Aurora to Forrester, entered into a traffic contract with the Chicago, Burlington & Quincy in 1872, to use their road between Aurora and Chicago, while the Illinois Central, the Chicago, Dubuque & Minnesota, and the Dubuque & Sioux City agreed to use the two roads from Forrester to Chicago. The purchase of the parallel road, the Chicago & Rock River, from Rock Falls to Chicago, and the extension of that road 45 miles to Shabbona's Grove, were effected before the fall of 1872. A year later the Illinois Grand Trunk was completed to Clinton, and preparations made to build a new bridge at that point, to connect with the Dubuque lines. Meantime a perpetual lease of the Burlington & Missouri River Railroad was obtained, and connections made at Plattsburgh and Omaha with the trans-Missouri roads in Nebraska, and even in Kansas. It was a year of extraordinary progress and shrewd manipulation of properties by the chief officials of the Chicago, Burlington & Quincy.

In 1873 and 1874, years when the financial depression was felt keenly, the corporation adopted a policy of retrenchment, foreign to its former quality of enterprise. In 1875, however, a resumption of big transactions was recorded, for, on August 1, 1875, the Missouri River Railroad Company conveyed all their property to the Chicago, Burlington & Quincy, a perpetual lease of the Albia, Knoxville & Des Moines Railroad was obtained, the road extended, and the terms for a perpetual lease of the Quincy, Alton & St. Louis Railroad agreed upon. In less than a year after, the control of the 270 miles of road known as the St. Louis, Rock Island & St. Louis, was acquired. From centennial year to 1880 little was done in the matter of absorption or building. In the latter year, however, compensation was made for this seeming apathy, for the Burlington & Missouri River railroad system in Nebraska, with its 945 miles of track and great land grant, was purchased. Then the leasing of the Kansas City, St. Joseph & Council Bluffs road was considered favorably, some extensions were built, and the mileage increased to 2,772 before the close of 1880. Within the succeeding year the Burlington & Southwestern, the St. Joseph & Des Moines and the St. Louis, Keokuk & Northwestern passed under the control of the Chicago, Burlington & Quincy, and toward the close of the year the main line to Denver was commenced. This extension of the system was completed in May, 1882, bringing the mileage up to 3,100 miles exclusive of about 700 miles controlled by the company. The control of the Hannibal & St. Joseph road (292.35 miles long) was secured in

1883, and this last acquisition, with new extensions of the system, brought the mileage, at the close of 1884, up to 4,467 miles.

In 1881 the Chicago terminal was changed from the Lake Front (leased in 1874 from the Illinois Central) to the Union Depot on Canal Street, between Madison and Van Buren Streets, thus bringing the Chicago, Burlington & Quincy into direct connection with the old Pennsylvania system, the Chicago & Alton system and the Chicago, Milwaukee & St. Paul system. At the close of 1892 the company operated 5,556.21 miles, and during that year earned \$33,002,393.96 and expended \$22,469,011.02. At the close of 1893 there were 5,596 miles owned and in operation, exclusive of 1,035 miles of standard gauge controlled, 87 miles leased and 169 miles of narrow gauge owned. On July 21, 1893, the twenty-five-mile extension of the St. Louis, Keokuk & Northwestern (included in the 1,035 miles just referred to) were completed. The bridge over the Missouri, at Bellefontaine Bluffs, was completed in December, 1893, and the new line into St. Louis finished and opened March 4, 1894. The gross earnings for the year 1893 amounted to \$31,042,969.58, and the net earnings to \$2,204,204.46. This excludes the receipts from other sources and from the land department. The rolling stock embraces 876 locomotives, 1,172 cars in passenger and 33,335 cars in freight departments.

Atchison, Topeka & Santa Fe. The history of this great system antedates the days of Civil War. The English-speaking pioneers of the Southwest urged the construction of a railroad along the historic path known as the "Santa Fe Trail," and failing to win the aid of the United States, or even of Eastern capitalists, determined to build it themselves. In 1859 Cyrus K. Holliday secured a charter for the Atchison & Topeka Railroad Company, and for the ensuing four years exerted all his power of argument to obtain money for building the road. In 1863, when the present St. Louis, & San Francisco Railroad was completed to Springfield, Mo., it appeared to Col. Holliday and his fellow corporators that a change of name would be beneficial to their enterprise, and in November of that year the present title was adopted. In 1867 George W. Beach, of New York, contracted to build the road, but failing, T. J. Peters, representing a Cincinnati syndicate, was given the contract, and in 1868 built twenty-five miles, early in 1869 twenty-eight miles of road was completed, and from that beginning modern builders have raised up the greatest railroad in the world.

But it is not to 1869 that we may only look for the beginnings of this system. While the people of Kansas were constructing their road from Atchison to the State's west line, the Missourians may be said to have built the Atlantic & Pacific to Vinita, in the Indian Territory, for in 1873 the terminals named were reached. The Gulf, Colorado & Santa Fe, built in 1873-76, came under the control of the Atchison, Topeka & Santa Fe in 1878, and was added to the system in 1886. Half the interest in the Atlantic & Pacific, purchased by the St. Louis & San Francisco in 1876, was acquired by the Kansas company in 1878; the Manhattan, Alma & Burlingame was

built in 1880; the Kansas City, Lawrence & Southern, the Southern Kansas & Western, and the Sumner County Roads were purchased in 1880; the Senora system and the road from Leavenworth to Meriden were built in 1882; the St. Louis, Kansas City & Colorado, in 1884; the Colorado Midland, in 1888, and the Wichita & Western and the Southern California, in 1889. Meantime, the system was being built up in every direction. The lease of the Denver & Rio Grande Narrow Gauge was made in 1878, and the Santa Fe took possession of the road in December, of that year. In June, 1879, the Denver & Rio Grande people repudiated the lease and captured their road and rolling stock. The United States Court ordered the property returned to the lessees, and in August the Narrow Gauge was placed in a receiver's hands. The policy of the Santa Fe president, Thomas Nickerson, was opposed to the stern measures proposed by Henry Strong, and the "Rio Grande war" resulted. Strong and Robinson commanded the armed employes of the Santa Fe, while Palmer & McMurtrie led the men of the Narrow Gauge, until the latter surrounded the former in the round-house at Pueblo and forced a surrender. Notwithstanding the law, the Rio Grande people held their property, which last year yielded a profit of almost \$5,000,000. Out of the war of interests, however, came the capture of Raton Mountain pass or canon, over which the "switch-back" was constructed ten years later, and through which a tunnel was cut in more recent years, giving the Atchison easy access to the coast. The Atchison, Topeka & Santa Fe Company reorganized without foreclosure in October, 1889, in which year the Wichita & Western and Kingman, Pratt & Western railroads were consolidated, though they were not operated by the Atchison, Topeka & Santa Fe until July, 1890.

On January 1, 1890, the Chicago, Santa Fe & California, the Chicago, Kansas & Western and the St. Joseph, St. Louis & Santa Fe, merged into the Atchison and, in May of that year, the stock of the St. Louis & San Francisco Railroad Company and that of the Colorado Midland were purchased. In November, 1890, under an arrangement with the Chicago, Peoria & St. Louis Railroad Company, a through line between Chicago and St. Louis was established. The extraordinary investments in State Street real estate made by this company, and the wholesale removal of buildings on the east side of that street, south of Polk to Fourteenth Street, won attention a few years ago. In August, 1890, when the Chicago Elevated Terminal Company was organized, the Atchison, Topeka & Santa Fe transferred this property to it for a cash consideration of \$8,102,264. In June, 1894, the plan for a second reorganization of the company was published. It provided that stockholders shall pay an assessment of \$12 a share, which would yield \$12,240,000, the sum to be used in paying floating indebtedness and for improvements. In addition, a new company with \$102,000,000 capital was suggested; the old mortgage of \$150,000,000 was to be left standing and a second mortgage of \$35,000,000, on fifty year, four per centum gold bonds, made. Under this plan the bondholders would be in fact the owners of the road, the stockholders having no voting powers.

The leased and consolidated lines forming this system are given as follows, with the length in miles: Original road, to west line of Kansas, 470.58; Chicago, Santa Fe & California, from Chicago to Kansas City, with branch to Pekin, 515.27; St. Joseph, St. Louis & Santa Fe, from Lexington Junction to Winthrop, Mo., 97.56; Kansas City, Topeka & Western, Kansas City to Topeka, 66.04; Leavenworth, Northern & Southern, Wilder to Cummings Junction, Kan., 46.19; Kansas City, Emporia & Southern, Emporia to Moline, Kan., 84.38; Florence, Eldorado & Walnut Valley, Florence to Winfield, Kan., 72.73; Marion & McPherson, Florence to Ellinwood, Kan., 98.84; Wichita & Southwestern, Kansas short lines, 130.85; Southern Kansas, in Kansas, Indian Territory and Texas, 940.92; Chicago, Kansas & Western, in Kansas, 943.66; Pueblo & Arkansas Valley, in Colorado, 294.16; Denver & Santa Fe, Pueblo to Denver, including Denver Circle Railway, 126.03; New Mexico & Southern Pacific, in New Mexico, 372.27; Rio Grande, Mexico & Pacific, in New Mexico, 186.08; Silver City, Deming & Pacific, Deming to Silver City, 48.30; Rio Grande & El Paso, Tex., 20.15, and the New Mexican, in New Mexico, 68.11 miles.

The controlled lines are the Gulf, Colorado & Santa Fe, with branches, 1,058 miles; the Sonoro, from Nogales to Guaymas, Mexico, 262.61; the New Mexico & Arizona, 87.78; the Southern California, 490.98; the St. Louis, Kansas City & Colorado, 61.40, and the Colorado Midland, 350.42 miles. In addition to these, the company owns half of the Leavenworth, Topeka & Southwestern, which is 46.57 miles, jointly with the Union Pacific Railroad Company; half the Manhattan, Alma & Burlingame Railroad, which is 56.62 miles; half the Wichita & Western, jointly with the St. Louis & San Francisco Railroad Company, which is 124.65 miles; half the Western division of the Atlantic & Pacific, which is 834.79 miles, and half its eastern division, which is 112.05 miles. In other words, the company may be said to own and operate 7,480.65 miles, and to operate the whole St. Louis & San Francisco system, bringing the total mileage operated up to 9,344.57.

The gross earnings of the road for the year ending June 30, 1893, amounted to \$37,301,771.34, and of the aggregate system to \$50,733,705.98. The operating expenses of the road proper amounted to \$25,174,905.14, and of the aggregate system to \$34,668,167.57. The rolling stock consists of 980 locomotives, 723 passenger cars, 31,518 freight cars and 272 miscellaneous cars, while the number of employes exceeds 35,000 men. The land grant in Kansas, made in 1863, comprised 2,928,018.61 acres, of which 2,886,207.28 were deeded; 18,477.36 sold under contract, and 23,333.97 acres unsold. The general officers at Chicago are D. B. Robinson, vice-president; George R. Peck, solicitor; W. K. Gillett, auditor; J. A. Hanley, freight traffic manager, with W. B. Biddle, assistant; W. G. Tuller, purchasing agent; C. F. Resseque, superintendent of Chicago division; J. Z. Roraback, superintendent Chicago terminals, and W. F. White, passenger traffic manager.

The Michigan Central Railroad entered Chicago, May 21, 1852, the train stopping

at the temporary depot which then occupied the site of the new Illinois Central depot on the Lake Shore. It originated in the pioneer road of Michigan. There was incorporated in 1831, the Detroit & St. Joseph Railroad Company, a syndicate who expended \$117,000 on the project prior to 1837 and then was pleased to sell their interest to the State. The commonwealth of Michigan completed the road to Ypsilanti, February 5, 1838, to Ann Arbor in October, 1839, and to Jackson in 1844. During the administration of Gov. Alpheus Felch, from 1845 to 1847, the Detroit & St. Joseph road was sold for \$2,000,000 to the Michigan Central Railroad Company, who completed it to Chicago on the date above written. Within twenty years from that date the system was recognized among the great railroads of the West. It embraced the main line to Detroit, 284.07 miles, excluding the Illinois Central track from Kensington to Chicago, 14 miles; the air line from Jackson to Niles, 103 miles; the Grand River Valley, from Jackson to Grand Rapids, 97 miles, excluding trackage from Rives Junction to Jackson; Jackson, Lansing & Saginaw, 144 miles; Kalamazoo & South Haven, 32 miles; Niles & South Bend, 10 miles, and the Joliet & Northern Indiana, 44 miles, or a total of 714 miles. The rate of fare from Chicago to Detroit in 1856 was \$8.25.

With this mileage the company had the use of 150 miles of the Chicago & Michigan Lake Shore road to Pentwater, and with the Illinois Central and Burlington roads, enjoyed the terminal facilities at the foot of Randolph Street. The fire of 1871 and the hard winter of 1872-73, entailed heavy losses on the company; but it stemmed the tide of adversity and in 1873 resumed the work of extending and repairing the road and equipment. In that year the company acquired control of the Detroit & Bay City road, but the rate war of 1874 militated against progress and pressed down this road until 1878. In that year William H. Vanderbilt was elected president; sixty acres of land, south of Pullman, were purchased for freight-yard purposes and everything placed in readiness for the revival of trade. The revival came. In April, 1881, the Detroit & Bay City Railroad was leased and its debt assumed by the Michigan Central, and in January, 1883, the Canada Southern Railroad became, practically, a part of the system, with its leased lines and the cantilever bridge over the Niagara River, as well as the new lines built by that company in 1883 and the latter extensions, such as that to London, Canada. In 1883 the Saginaw Bay & Northwestern Railroad was acquired, making the total mileage at the beginning of 1884, 1,468.15 of which the main line from Chicago to Suspension Bridge was 510 $\frac{1}{4}$ miles long.

In 1890 the Battle Creek & Sturgis Railroad was acquired and the Bay City & Battle Creek Railroad leased. Other lines acquired or built within the last decade make the length of the Michigan system proper 1,177.35, and the length of the Canada Southern system 456.17, or in all 1,633.52 miles of main track exclusive of 243.95 miles of second track and 839.29 miles of side track. The gross earnings for the year ending December 31, 1893, amounted to \$16,178,030.99 and the operating expenses

and taxes to \$12,287,792.35. The rolling stock consists of 461 locomotives (151 belonging to the Canada Southern Company); 360 passenger cars (116 owned by the Canada Southern Company); and 13,761 freight cars (3,846 owned by the Canada Southern). The lands owned by the Michigan Central Company, unsold on December 31, 1893, aggregated 254,119.56 acres. During the year no less than 3,303,655 passengers were carried by this road, while in the freight department 6,805,574 tons were moved.

Lake Shore & Michigan Southern Railroad. This history of the first road running eastward, shows the process of consolidation or absorption, as carried into execution by our great railroad companies, more clearly than any of the old roads centering here, for the system is founded on eight pioneer railroads, namely: the Erie & Kalamazoo, the Michigan Southern, the Northern Indiana, the Buffalo & State Line, the Erie & Northeastern, the Cleveland, Painesville & Ashtabula, the Toledo, Norwalk & Cleveland, and the Junction Railroad. The first from Toledo to Adrian, was opened in the summer of 1837, when horses were used for power. In August of that year a locomotive was introduced, which on one occasion made the trip of thirty-three miles in three hours, much to the chagrin of Superintendent Bradbury, who summoned the whole crew before him and threatened them with dismissal should they ever attempt that speed again. Slow as the management desired matters to go, the stockholders received thirty per cent. dividend in 1837, fifteen per cent. in 1838, and eight per cent. in 1839. The Palmyra & Jacksonburg railroad was then undertaken, but this proved a burden and the Erie & Kalamazoo system fell into possession of the State in 1842 for its debt of \$22,000, leaving thousands of dollars due for labor and equipment. In 1848 it was again sold to Lunt & Bliss for \$60,000. They stocked it for \$300,000, and leased it in perpetuity to the Michigan Southern Company, August 1, 1849, for \$30,000 per annum. In 1844 the State also bought the Palmyra & Jacksonburg road. It was opened to Tecumseh in the fall of 1838, eighteen years before the Jackson and Three River branches were built, and eight years before Litchfield & Co. purchased it from the State of Michigan for \$500,000.

In 1837 and 1838 one mile of railroad was built west of LaPorte, Ind., and a survey made from Goshen to the Ohio line. In 1847 the Chicago men became interested in these enterprises, but accomplished little prior to 1849, when they reorganized under the title, Northern Indiana Railroad Company, *vice* the Buffalo & Mississippi Railroad Company, as formerly known, and by February 20, 1852, the road was open to Chicago for freight trains, which ran into the depot near Gurnee's tannery, where the depot of the Rock Island road, then building, was located. The consolidation of the Northern Indiana and the Michigan Southern was recorded April 25, 1855, and in October, 1855, the depot on Van Buren Street was begun, under agreement of the consolidated company with the Rock Island people. Prior to 1856 the Air Line and the Detroit, Monroe & Toledo line (65 miles) were constructed and affairs were going

forward satisfactorily until 1857, when the old directory, fearing the panic, resigned, and the new directory took charge of an embarrassed railroad. The main line to Toledo, was 244 miles and the fare from Chicago, \$8. C. M. Gray was then local freight agent. The Buffalo & Erie absorbed the roads known as Erie & Northeastern (20 miles) and the Buffalo & State Line (68 miles) in June, 1867; while the Cleveland, Painesville and Ashtabula (96 miles), completed in 1852, was leased to the Cleveland & Toledo Railroad (113 miles) in October, 1867, and to it was given the title, "Lakeshore Railroad," in 1868. In April, 1869, the roads consolidated, and in May and August of that year, they, with the Buffalo & Erie, were absorbed by the reorganized Lake Shore & Michigan Southern Company.

Under this new name it joined with the Rock Island Company, in 1866, in erecting the Renaissance structure on Van Buren Street, at a cost of \$225,000, and built the 600 foot freight shed for its own use the same year. Five years later fire swept the main building and train shed away, together with the old Grand Pacific Hotel, in which the railroad company was interested to the extent of \$125,000, making the total of their loss about one-third of a million of dollars. The rebuilding of the terminus entailed other heavy expenditures, but with all this, the road, after the fire, was in good condition. In 1872 a branch from Jonesville to Lansing, Mich., (60 miles) was added to the system, and the work of reconstructing and re-equipping the road was going on uninterruptedly, when the financial depression made itself felt. In July, 1873, Cornelius Vanderbilt was elected president to succeed Horace Clark. He found the actual liabilities to be \$87,486,171, including \$50,000,000 capital stock and \$2,004,315 borrowed to pay dividends; but exclusive of contracts calling for \$7,894,845, there was not a dollar in the treasury. Out of this dilemma his lieutenants led the road, and by the close of 1875 saw a way to pay dividends and hold a surplus. The accident of December 29, 1876, at Ashtabula, cost the company \$495,722.42, or more than it suffered in the fire of 1871. In 1877 William H. Vanderbilt succeeded his father as president, and since that time the road has made extraordinary progress, being practically a part of the New York Central, with which it forms a trunk line between the two great cities of the continent.

The Pittsburg & Lake Erie Railroad may be said to have been incorporated with the system in 1877, when the Lake Shore & Michigan Southern purchased \$200,000 worth of stock. Two years later the main line extended from Chicago to Buffalo 540½ miles; while five branch lines equaled 324¼ miles; three leased roads, 152¾ miles; and three roads nominally owned by other companies, but really by the Lake Shore & Michigan Southern, equaled 160 miles, or 1,177½ miles in all.

The purchase of a controlling interest in the Canada Southern Railway Company in 1879 was considered a masterpiece of railroad management, but it sunk into insignificance when compared with the purchase of the Nickel Plate, or the New York, Chicago & St. Louis Railway in 1882. Although the freight rates in 1892 were sixty

per cent. lower than in 1870, the earnings were: 1892, \$22,415,382; 1870, \$13,509,236; 1860, \$4,945,843; 1850, \$162,235; 1840, \$35,545; 1837, \$55,821. The growth of the passenger business was slower. In 1870 the number carried was 2,065,440; in 1892 it was 6,846,755. At the end of 1870 the Lake Shore & Michigan Southern was operating 1,013 miles of railroad; in 1892 the number of miles was 1,453.90.

In the former year there were 36 miles of double track against 500 in the latter; 239 miles of side track against 675; locomotives, 299 against 584; passenger cars, 247 against 371, and freight cars, 6,077 against 20,543. The entire road is of steel rails, while in 1870 they were mostly of iron.

Not a dollar had been charged to the construction and equipment account from 1883 to 1893, as such were paid for out of earnings, nor was the stock or funded debt increased, though the Silver Creek & Dunkirk road was built in 1890. The elevation of the tracks from Sixteenth Street to Sixty-fifth Street commenced in August, 1894, by this company, and the Rock Island road will be also paid for out of earnings. Within the last quarter of a century bonds for \$5,750,000 have been canceled and the work of purchasing \$250,000 annually of seven per cent. bonds still goes forward, thus reducing the annual interest account by \$17,500; the funded debt at the close of 1893 was reduced to \$43,942,000.

The gross earnings of the road in 1870 amounted to \$13,509,236. For the year ending December 31, 1893, they were \$23,685,932.81, when the operating expenses amounted to \$17,123,913. The total funded debt, at the close of December, 1893, was \$43,942,000. The length of main line (540.49 miles), and of five branches (318.66 miles), with that of six proprietary roads (266.90 miles), and of five leased roads (322.56 miles), is 1,448.61 miles, exclusive of 508.93 miles of second and third track and 696.27 miles of side track. The rolling stock is made up of 591 locomotives, 428 passenger and mail cars, 20,781 freight cars and 546 working and official cars, or 21,755 cars in all. In 1870 there were 2,065,440 passengers carried; in 1893, 5,311,086 passengers.

Pennsylvania Railroad. This system, so far as its direct relation to Chicago is concerned, originated in the Fort Wayne & Chicago Railroad Company, which was organized in 1852. Of the contracts for 145 miles of track, twenty miles were constructed prior to August 1, 1856, when the consolidation with the Pittsburg division was effected, under the title, Pittsburg, Fort Wayne & Chicago Railroad Company. On December 25, 1858, the road between Chicago and Pittsburg was opened for freight and passenger traffic, and the whole line on January 1, 1859, the Lake Shore & Michigan Southern depot being the terminal at that time. Like many other roads it fell into the receiver's hands in July, 1859, and was sold on October 24, 1861, for \$2,000,000, to Samuel J. Tilden, John Edgar Thompson, Samuel Hanna and L. H. Meyer, who reorganized the company in February, 1862. The first mortgage bonds were then merged into a new issue of sinking fund bonds, amounting to \$5,350,000, secured by

first mortgage; bonds for a similar amount, secured by second mortgage, and bonds for \$2,000,000, secured by third mortgage, to cover miscellaneous indebtedness. On June 7, 1869, the road was leased to the Pennsylvania Railroad Company for 999 years, on condition that seven per cent. be paid on the share capital of the lessors. The New Castle & Beaver Valley and the Massillon & Cleveland roads were leased to the Pittsburg, Fort Wayne & Chicago, but are operated by the Pennsylvania at rentals equal to forty per cent. of the gross earnings. The length, including the Cumming's Branch, but excluding leased lines, is 469.89 miles; track 975.90 miles; locomotives, 333; passenger cars, 222; baggage, mail and freight cars, 10,000; gross earnings for year ending December 31, 1892, \$12,769,832. Charles Lanier is president, and John J. Haley, secretary and treasurer. The Pennsylvania system proper, dating back to 1846, own, or lease and operate 2,590.57 miles, and own, lease, control or operate 4,542.69 miles of road, exclusive of 3,534.84 miles practically owned, such as the Pittsburg, Fort Wayne & Chicago, the Pittsburg, Cincinnati, Chicago & St. Louis, the Grand Rapids & Indiana, the Little Miami, the St. Louis, Vandalia & Terre Haute, the Cincinnati, Richmond & Fort Wayne, the Cincinnati & Muskingum Valley and a number of short roads, including the Englewood Connecting Railway, which crosses the Western Indiana tracks near Fifty-eighth Street.

The Pan Handle Railroad. The Pittsburg, Cincinnati, Chicago & St. Louis was formed May 14, 1868, by the merging of the Pittsburg & Steubenville, Pennsylvania, opened in 1865, the Holliday's Cove of Virginia, and the Steubenville & Indiana Railroad Company of Ohio, opened in 1855. The first named was reorganized in 1868, under the name Pan Handle Railway Company.

This system comprises five main lines, seven branch lines and six leased lines, aggregating 1,396.24 miles. The principal link in point of length is that from Birmingham, Penn., to Indianapolis, Ind., 376.53 miles; the next from Bradford Junction, Ohio, to Chicago, Ill., 230.98; the third, from Rendcomb Junction, Ohio, to Anoka Junction, Ind., 166.01; the fourth, from Indianapolis, Ind., to Louisville, Ky., 108.40, and the fifth from Logansport to State Line, Ind., 60.19 miles. The branches in Pennsylvania, West Virginia, Ohio and Indiana aggregate 141.07 miles and the leased lines, such as the Little Miami, 195.22 miles; the Chartiers Railway in Pennsylvania, the Pittsburg, Wheeling & Kentucky, the Ohio Construction Railway and the Englewood, Ill., Connecting Railway make up 252.36. The road is generally known as the Pan Handle. On October 1, 1890, the Chicago, St. Louis & Pittsburg, the Cincinnati & Richmond and the Jeffersonville, Madison and Indianapolis roads were consolidated with this, their mileage being included in the total. The Pennsylvania company hold the majority of stock and control and operate the road.

The Baltimore & Ohio Railroad. This historic railroad, chartered in 1827, work on which was inaugurated July 4, 1828, by no less a personage than one of the signers of the Declaration of Independence, Charles Carroll, of Carrollton, was the popular road

of Baltimore, Pittsburg and Washington until 1874, when its extension to Chicago was completed. Of course, it came in evidence that a city, which may be said to have been wiped out by fire in twenty-four hours, and that rebuilt itself in less than three years, must have recuperative powers undreamed of before. Like the old railroads of the city, it came to aid Chicago when it was assured that here freight and passengers would congregate to yield it a steady revenue.

Early in 1872 the work of binding in iron the 260 miles from Newark, Ohio, to Chicago, was begun, and in November, 1874, a through line to Washington, D. C., 784 miles away, and to Baltimore, 811 miles distant, was opened for traffic. The establishment of shops at Garrett, Chicago Junction and South Chicago took place in 1874, while entrance to the ruin, or old depot of the Illinois Central, over the tracks of that road from Seventy-first Street, was secured. In 1875 the first large freight shed was erected here for the use of the road and connections made with the Stock Yards Transit Company's lines. The same year a depot building was erected just north of the old Exposition building, or north of where now stands the Art building, on the Lake Front. That was used until December 1, 1891, when better terminal facilities were offered by the Wisconsin Central people, and trains were run into the Grand Central depot, over the Rock Island's track, from the old line of the Baltimore & Ohio, at South Chicago, to the junction, near Ashland Avenue, south of Eighty-seventh Street, thence north, paralleling the Pan Handle to Forest Hill, and thence by Chicago & Northern Pacific trackage to the great depot on Harrison Street. In 1891 a controlling interest in the Pittsburg & Western, extending from Pittsburg to Akron, Ohio, was acquired, and the road was made part of the system.

The advent of the Baltimore & Ohio, in 1874, bred up a know-nothing spirit among the older Eastern roads unworthy of this city and the age. Having failed to block the right-of-way of the new aspirant for a share of Chicago's freightage, they adopted a rate war system of aggression, which was easily met by the Baltimore & Ohio.

The earnings for the year ending June 30, 1893, amounted to \$26,214,807.25, and the operating expenses to \$19,041,981.85. The length of its four great divisions is 2,052.93 miles, exclusive of 614.68 miles of second, third and fourth track, and 756.74 miles of side track, which, added, make a total of 3,424.35 miles of track. The rolling stock embraces 896 locomotives, 689 cars in passenger service, and 27,584 cars in freight service. The exhibit of the Baltimore & Ohio Railroad at the World's Fair was a history in iron and wood, made up of twelve locomotives, a combination car and a coach.

New York, Chicago & St. Louis Railroad. The incorporators of this road filed articles of association in Illinois March 23, 1881. By September 1, 1882, the entire line, 512.5 miles, from Chicago to Buffalo was completed and opened for traffic. It was a consolidation of the companies known as the Buffalo, Cleveland & Chicago,

incorporated in New York; the Buffalo & Chicago in Pennsylvania; the New York & Chicago, in Ohio; the New York & Chicago in Indiana, and that, under its principal title, incorporated in Illinois. The name "Nickel Plate Railroad" was conferred upon it, very justly, owing to the perfection of its construction and equipment. At the close of 1884 the liabilities of the company, including \$50,000,000 stock, amounted to over \$72,000,000, while the assets were valued at over \$73,000,000. In 1882 immediately after the completion of this competitor of the Lake Shore and Michigan Southern, the Vanderbilt interests saw its value and acquired it in May, 1887, at sale under foreclosure, at figures approximating the builders' price, so that it is now an important part of the Vanderbilt system. From Grand Crossing to Chicago depot, 8.9 miles, the Lake Shore & Michigan Southern track is used, while at Buffalo 1.6 miles of the Erie system is used.

The Chicago & Erie Railroad. This is the new name of the Chicago & Atlantic Railroad, which was completed between Chicago and Marion, Ohio, 249.1 miles, June 17, 1883, when the first through trains were inaugurated. The conception of the road is as old as railroad enterprises in the West, but its completion as a trunk line, between the great city of the Atlantic and the great city of the Lakes, belongs to modern times. In November, 1871, the Chicago, Continental & Baltimore Railway Company was chartered in Indiana, and the Baltimore, Pittsburg & Continental Company in Ohio. Early in 1873 the name of the Chicago, Continental & Baltimore was changed to Chicago & Atlantic, and in the fall of that year the Baltimore, Pittsburg & Continental was consolidated with it. Seven years later, or on November 1, 1880, the Chicago & Atlantic made an arrangement with the Chicago & Western Indiana Company for the use of that company's track from Hammond into Chicago, but not until February 1, 1883, was the road ready to receive its rolling stock. In December, 1884, the indebtedness of the company amounted to \$18,858,095.45. On August 12, 1890, the Chicago & Atlantic was sold under foreclosure, and in September turned over to the Erie and made the Western division of the Chicago & Erie system, entering the Dearborn depot as one of the five lessees of the Western Indiana Railroad Company. With the main line and other roads of the New York, Lake Erie & Western it forms a trunk line of 1,968.19 miles.

The Chicago & Grand Trunk Railway. This road is a consolidation of a number of struggling Michigan roads and of the links built in 1879 and 1880 in Michigan, Indiana and Illinois. The Port Huron & Lake Michigan Railroad Company, incorporated in 1847, and the Port Huron & Milwaukee Company, incorporated in 1855, and later consolidated with the former company, had in view the building of roads from Port Huron to Grand Haven. The Peninsular Company, chartered in 1865, and the Peninsular Railroad Extension Company, in 1868, aimed to build from Lansing to Battle Creek and thence to the Indiana line, to meet the Peninsular Company of Indiana, chartered in 1859. This trio of Peninsulars consolidated and merged with the Penin-

sular of Illinois in 1870. The work accomplished under the charters was shown in 1872, when the road from Lansing to South Bend was opened for freight and passenger traffic. Then the Chicago & Lake Huron Railroad Company, incorporated in August, 1873, absorbed the Port Huron & Lake Michigan road as well as the Peninsulars, and in October, 1873, completed their line west to Valparaiso. A short road between Austin and Flint was finished in January, 1877, by the Chicago & Northwestern Company, of Michigan, and in 1878 the Chicago & State Line Company was organized to buy the Chicago & Southern Company's franchise and build from the Indiana line to Chicago; while in April, 1879, the Chicago & State Line Extension Company was organized with the object of building a connecting road from the north line of Indiana to Valparaiso. This was followed, in 1879, by the incorporation of the Northwestern Grand Trunk Railway, of Michigan, for the purpose of holding the title to railroad property between Port Huron and Flint.

In 1879, also, the Northwestern Grand Trunk Railway in Illinois and Indiana was organized to build or complete the work of the Chicago & State Line and the Chicago and State Line Extension companies.

In January, 1880, two companies were formed to take title to the road between Lansing and Milton and between Milton and Valparaiso. The result of all this organization from 1847 to 1880 was the completion of a direct line from Port Huron to Chicago, February 8, 1880, and the consolidation of all the companies under the title of Chicago & Grand Trunk Railway Company. Under the agreement of 1883 this company is one of the quintette lessees of the Chicago & Western Indiana terminals here. The road from Elsdon to Port Huron is 326.5 miles, but the length operated is 335.27 miles, exclusive of the Chicago, Detroit & Canada Grand Trunk Junction Railway, from Fort Gratiot to Detroit. The gross revenue for the year ending December 31, 1893, as shown in the president's report, amounted to \$4,181,733.27; but extraordinary expenses, such as those which grew out of the terrible accident at Nicholls, near Battle Creek, Mich., caused a small deficit. The rolling stock consists of 131 locomotives, 47 passenger cars and 428 cars in freight department. In addition, the Grand Trunk Railway Company of Canada rent to this company 34 locomotives, 2,125 freight cars and 27 passenger cars, as well as a steam derrick.

The Louisville, New Albany & Chicago Railway Company. "Monon Route." Whether to ascribe the development of Chicago to her railroad systems, or the growth of her railroad systems to Chicago, is a question which carries with it nice distinctions. It is certain that when Chicago was created the seat of justice for the new County of Cook, in January, 1831, the villagers began to look around them for means to construct highways, railroads and canals, and in a measure influenced the legislature in adopting the Railroad Bill of January 28, 1831. A few years later they actually attempted to construct a road from Chicago to Galena, and would have succeeded

had not the panic of 1837 burst like a water-spout, destroying confidence, wiping out enterprise and smothering commercial aspirations. Within the ensuing decade the villagers retrieved their spirit and their fortunes, redetermined to build railroads, and proclaimed to the people of Illinois and adjoining States that they would offer every reasonable inducement to railroad builders. The village was then a town in name, but far from one in status. It was a village in swaddling clothes, even in 1847. Then the skeletons of railroad charters were resurrected, and the air was full of the echoes of railroad building.

In the summer of 1847 the first or initial step in the building of what now constitutes one of Chicago's favorite roads to the Southern States was taken. The Indiana Legislature of 1846-48, in the Act of January 25, 1847, authorized the changing of the New Albany & Crawfordsville macadamized road, between Salem and New Albany, into a railroad, to be constructed by private enterprise, and on February 11, 1848, an act, releasing the rights of the State for the benefit of the New Albany & Salem Railroad Company, was passed over the objections of the Governor, just as the former act became a law without his approval. The Acts of January 12, 1849, and of even date, in 1850, conferred the power of issuing bonds and receiving bonds in payment for stock. On January 8, 1851, the company was empowered to incur any form of indebtedness. Under this license the mortgages of February 8, 1851, and February 14, 1852, were executed, and on July 4, 1852, the road was opened for passenger and freight traffic between New Albany and Michigan City, a distance of 287.28 miles. Thus it preceded the Central road of Illinois in connecting the banks of the Ohio River with the shores of Lake Michigan. It was one of the first great undertakings in the West and might have been the means of making Michigan City the Chicago, were all other things equal.

The bond issues of November 3, 1853, February 1, 1855, and December 21, 1856, followed, but in 1857 default in payment was recorded, and in August of that year a bill was filed to enforce the terms of the five mortgages. This resulted in placing the property in the hands of D. D. Williamson, trustee for the bondholders in October, 1855, who was president of the Farmers' Loan and Trust Company of New York. On October 24, 1859, the title was changed to that of the Louisville, New Albany & Chicago Railroad Company. From 1859 to June, 1871, operating expenses were promptly paid, but on the latter date the mortgages were foreclosed. On November 21 the United States District Court ordered a sale of the property, which order was carried into effect December 27, 1872.

The bondholders, who now became the actual owners, were George F. Talman, Frederick Schuchardt, James H. Banker, Moses Taylor, Edward Minturn, and Charles P. Leverich. On January 2, 1873, they, with John Steward, formed a new corporation under the name adopted in 1859, with the word *railroad* written *railway*. A few days later, when the articles of association were filed at Indianapolis, the gentlemen whose

names are given above, with James F. Joy, George L. Schuyler, John Jacob Astor, Roswell G. Rolston, Jonathan T. Wells, and Isaac Bell, were recorded as directors, and the capital stock placed at \$3,000,000.

Before entering on the modern history of this corporation mention must be made of the old Crawfordsville & Wabash Railroad Company, organized in 1851, with Major I. C. Elston, Sr., president, and Michael Gerbrick, superintendent and engineer. Their road was projected between Crawfordsville and Lafayette, a distance of twenty-eight miles, and much of the work on that division was done before its consolidation with the New Albany & Salem company, which took place in 1852.

The merging of the Chicago & Indianapolis Air Line Railway Company into the older road was effected May 5, 1881, under the title, The Louisville, New Albany & Chicago Railway Company. Another addition was made on March 1, 1886, when the Orleans, West Baden & French Lick Springs Railway was incorporated with the system. This branch, seventeen and a half miles in length, was completed by the new owners April 1, 1886, on which date the Bedford & Bloomfield Railroad Company sold their 41.4 miles of road to the Louisville, New Albany & Chicago company.

In the Chicago & Western Indiana Railroad the stockholders of the Monon hold a one-fifth interest, which, instead of being worth \$1,000,000, as shown on the stock books of that company, is really worth between \$5,000,000 and \$6,000,000, or the one-fifth of the present true value of the property in Chicago.

In the Belt Railway Company a one-fifth interest is also owned by this company. This interest, rated on the basis of true value, exceeds \$2,000,000.

During the year ending June 30, 1893, there were 870,343 local and 110,685 through passengers carried, the revenue from passenger traffic being \$866,754.34. There were 1,370,267 tons of local freight carried at a total cost to shippers or consignees of \$1,578,604.75, and 369,057 tons of through freight at a cost of \$742,488.72, showing a total revenue from freight traffic of \$2,321,093.

According to the report of General Manager W. H. McDoel, tendered in 1893, the main track, except 34.9 miles between Reeds and Switz City, was all laid with steel rail and the whole system thoroughly equipped. The mileage on June 30, 1893, was 537.11, the main line from New Albany to Michigan City being 289.4; from the Illinois line to Indianapolis, 162; from that line to Chicago depot, 19.86; from Bedford to Switz City, 41.40; from Orleans to French Lick Springs, 17.70; from Indianapolis depot to Massachusetts Avenue depot, 1.76, and from New Albany to Louisville, 4.99. In addition to all this are 120.31 miles of sidings, magnificent terminal facilities, and a first-class permanent way. The expenditure under the present management down to June, 1893, for improvements amounted to \$1,325,000. This includes the 500 feet of frontage on Fourth Avenue, south of Polk Street, on which the new office building and freight house have been constructed, and modern road improvements. The net income from traffic in 1884 amounted to \$263,455.32, while the expenditure for interest

charges and rentals amounted to \$481,651.76, showing a loss of \$281,196.44. For the year ending in June, 1893, the total earnings were \$3,490,888.33, the total operating expenses \$2,355,865.43, and the net earnings \$1,135,022.90. From this sum the fixed charges, amounting to \$954,840.55, have to be deducted, leaving a surplus of \$180,182.35.

The amount of the funded debt in June, 1893, was \$12,800,000. It appears that on April 12 of that year the creation of \$4,000,000 preferred stock was authorized to meet expenditures on capital account; \$3,000,000 to carry out the plan for retiring the \$12,000,000 common stock and \$9,000,000 common stock for the same object. The rolling stock embraces 95 locomotives, 76 cars in passenger department and 5,754 cars in freight department.

James Brooks was the president of the old corporation from 1847 to 1858, and George Lyman secretary for the greater part of that period. From August, 1858, D. D. Williamson, the trustee, was virtually president until 1872. During his administration R. E. Ricker, A. B. Culver and B. F. Masten served successively as superintendents. On the reorganization of the company, in 1872, George L. Schuyler was elected president and W. H. Lewis, who had served as treasurer and auditor from 1858 to 1872, was elected secretary and treasurer, with Madison Sloat superintendent. The presidents since that time have been W. F. Reynolds, George F. Talman, 1877; R. S. Veech, 1880, also general manager; Bennett H. Young, 1883; James Roosevelt, 1884; William Dowd, 1885-1890; William L. Breyfogle, 1890, and Gen. Samuel Thomas, 1891-94.

The vice-presidents, succeeding the administration of Mr. Schuyler, were James M. Reynolds, also general manager; E. D. Standiford, 1880; E. B. Stahlman, 1883; R. G. Rolston, 1884; John B. Carson, 1884; George F. Postlethwaite, 1890; John Greenough, 1891-1894, and W. H. McDoel, who was also elected vice-president April 12, 1894, has served as general manager since 1891.

The office of secretary and treasurer has been filled by W. H. Lewis since 1872 and practically since 1858, when his connection with the road commenced. In 1890 J. A. Hilton was elected assistant secretary and assistant treasurer to succeed William Dulles, Jr., who was appointed in 1885.

In 1891 S. J. Collins was appointed general superintendent; R. M. Arnold, general freight agent; James Barker, general passenger agent, and Joseph H. Craig, auditor. In 1893 George W. Lowell was promoted to the general superintendency and Frank J. Reed was appointed general passenger agent. George W. Kretzinger is general counsel and E. C. Field general solicitor.

The name *Monon*, which is the general title of this great railroad system, is derived from the town where the old main line crosses the Air Line to Chicago. It implies more than that, for it is the *only* direct route to the Southeast and the *only* picturesque route to the Kentucky, the Alabama and Eastern Mississippi towns, as well as to New Orleans.

The valuable building stone found at Salem, Bedford, Bloomington and other places along this road, offers a certain revenue for freight, while other industries, with the ever-increasing shipment of raw material, present an enormous freightage.

The development of the road may be said to have begun in 1881, when the directory entered the Chicago field; but its true development dates back only to 1891, when a new system of business ethics was applied and new ideas of equipment adopted. To-day the Monon system, young as it is among the great roads of Chicago, is one of the pillars of our trade connections, and the direct channel for our intercourse with Southern Indiana and Kentucky.

Chicago & Eastern Illinois Railroad. This road is practically the old Chicago, Danville & Vincennes modernized, with its main line from Dalton, Ill., to Danville, Ill., 107.21 miles in length. Though a charter was issued to the old company in 1865, trains were not run into Chicago until January 1, 1870. It was not completed to Evansville, Terre Haute & Chicago Junction, 140 miles, until 1871, and the main line to Terre Haute was not finished until the fall of 1872. The enterprise of the company was not confined to the main line, for a branch from Bismarck to Snoddy's Mills was constructed in 1871, and plans were made to make the territory, for twenty or thirty miles each side of the line, tributary to the system. The panic of 1873 not only opposed these plans but crippled the management generally. As a result the Danville & Vincennes system was placed in the hands of a receiver in 1875, but was operated under the charter name until September 1, 1877, when the road may be said to have become the property of the Chicago & Eastern Illinois Railroad Company. This company leased the Evansville, Terre Haute & Chicago Railroad May 1, 1880. In 1882 the branch road from Danville to the Grape Creek mines, and the Strawn & Indiana State Line road were built, and the same year, by arrangement with the Western Indiana Company, the South Chicago branch road was constructed.

In 1881 this road began to use the Western Indiana tracks into the temporary depot, south of Polk Street, having for a time to make a depot at Archer Avenue, near Twenty-second Street, until the courts would decide the right of the Western Indiana to cross the Lake Shore & Michigan Southern and the Chicago, Rock Island & Pacific tracks at Sixteenth and Clark Streets. From 1870 to 1880 the Pan Handle tracks were used, the depot being west of the Chicago & North-Western Railroad bridge, west of the North Branch of the river. In 1883 this road became one of the five lessees of the Western Indiana and Belt Line, and while the old Olivet Chapel, south of Polk Street, was still used for depot purposes, established its perfect suburban service. The trustees of the Town of Lake, in granting right-of-way on Wallace Street and Stewart Avenue, provided that a fare of 5 cents to Englewood should be the rule, and a proportionate rate to points in the old township south of Sixty-third Street. The completion of the Ohio River bridge at Henderson, July 19, 1885, converted the Chicago & Eastern Illinois, in conjunction with the Louisville & Nashville, into a

great trunk line, bringing the Southern States into direct communication with Chicago. The Chicago & Indiana Coal Company and the Indiana Railway Company consolidated under the title Chicago & Indiana Coal Railway Company, April 14, 1886, is one of the proprietary roads. The company owns 221.20 miles, leases 61.20, operates under trackage rights 23.09, and under proprietary rights 174.30, or a total of 479.79 miles, exclusive of 96.3 miles of second track and 196.46 miles of side track. The earnings for year ending June 30, 1893, amounted to \$4,446,959.16, and the expenditures, including taxes, to \$2,990,314.95. The rolling stock consists of 138 locomotives, 121 passenger, mail, express, baggage and official cars, and 8,780 freight cars. Near Twelfth Street, Chicago, and at Thirty-fifth Street no less than \$1,200,000 have been expended within the last few years on freight depots and yards.

The Chicago Junction Railway & Union Stockyards Company. This company was incorporated in July, 1890, with the object of acquiring an interest in the older Union Stockyard & Transit Company, as organized in 1865, which, with its Chicago property also owned the Chicago & Indiana State Line Railroad Company's stock. The new company paid \$22,500,000 for 129,770 of the 132,000 shares of stock, and practically owns the property. There are 470 acres of land, 130 miles of railroad, one mile of river frontage with a half-mile of docks, a mile of frontage on Halsted Street and three-quarters of a mile on Forty-seventh Street, including a network of railroads and buildings to accommodate 160,000 hogs, 25,000 cattle, 12,000 sheep and 2,000 horses, with a hotel of 500 rooms, and all the equipment of a manufacturing city.

Chicago & Western Indiana Railroad. This road is really the Chicago terminal of the Chicago & Eastern Illinois, the Wabash, St. Louis & Pacific, the Chicago & Erie, the Louisville, New Albany & Chicago, and the Chicago & Grand Trunk systems. Its beginnings were made June 6, 1879, when a company was formed to construct a road from Van Buren Street to the Indiana State line. On April 20 of the following year the South Chicago & Western Indiana Company received a charter to build the South Chicago branch, southeast from South Englewood, and another company was chartered April 22 to build a belt or transfer road in Cook County, under the title, Chicago & Western Indiana Railroad Company. The three corporations consolidated on January 26, 1882, under the corporate name of the third, and under that name operations were carried on until May 1, 1883, when the belt system proper was leased to the Belt Railway Company for \$100,000 per annum. Before the consolidation was effected the old Chicago & Western Indiana company encountered many obstacles. The original plan of reaching Van Buren Street had to be abandoned and a more feasible and profitable one adopted. Obtaining the vacation of Dearborn Street from Polk to Fourteenth Streets, the company began laying tracks from the temporary depot at Archer Avenue, near Twenty-second; but at Sixteenth and Clark Streets was met by the opposition of the Vanderbilt interests. The courts were appealed

to, and, of course, granted to the young and powerful company all the rights which they claimed under the charter.

Soon after the Olivet Baptist Church was fitted up as a temporary depot and work on the new depot buildings and shed commenced. Nothing in the history of the South Side created such hope as the enterprises of this company. Dearborn Street south of Jackson was opened up, Donohue & Henneberry's new building was erected, the old Boylston building, at 269 Dearborn Street, learned that its front was not in the rear, and other radical changes were effected, not only in the vicinity of the new depot, but also along the line as far south as Kensington. The prairie south of Fifty-fifth Street was soon covered with homes, and north of Fifty-fifth Street many factories, coal yards and railroad shops were brought into existence. The road was opened to Twelfth Street in December, 1880, and to Polk Street in June, 1883.

Over 800 acres, including wharfage, are owned within the city and 48.58 miles of road, the main line from Polk Street to Dolton being 16.99, and the branches from Auburn Junction to Cragin, 15.90; from Hammond Junction to the Indiana line, 10.28, and from Pullman Junction to South Chicago, 5.41 miles. The four main tracks and sidings aggregate 193.64 miles, 72 miles of which are leased to the Belt Railway Company of Chicago. The Western Indiana company deserve well of Chicago. Its members were actually the pioneers in the development of the city between Clark and State Streets south to Sixteenth Street, as well as of a large section of the old towns of Lake and Calumet. The rolling stock, exclusive of the greater stock leased to the Belt Railway Company, comprises 3 locomotives, 14 gravel cars, 14 hand cars and 8 caboose, derrick and tool cars. The stock leased to the Belt embraces 42 locomotives, 66 gravel cars, 22 stone cars, 6 hand cars and 14 caboose cars, exclusive of 42 cars gone out of use, but chargeable to the Belt company. The revenue for the year ending December 31, 1893, was \$1,001,734.89 and the expenses \$666,306.52, the surplus at that date being \$710,383.17. The property of the company cost \$18,893,906.33, but is easily worth to-day twice that sum. From May 1 to October 31, 1893, no less than 6,000,000 passengers arrived at or departed from Dearborn depot, carried in 134,704 coaches and 25,640 sleeping cars, the total number of engines and cars handled for that time being 217,271, and the total number of trains in and out being 31,226, no less than 1,284 passenger cars being taken out of Dearborn station in one day.

The Belt Railroad. The incorporation of the Belt Railway Company, of Chicago, November 22, 1882, was the practical outcome of ideas fostered here for thirty years. The object of the company was to build a road from the lake shore, north of Lincoln Park, westward through section 27, township 38, range 13, to the tracks of the Chicago, Milwaukee & St. Paul road, thence thirteen miles south to a point west of Auburn Park Junction and thence east and south through Auburn Park and South Englewood to a junction with the main line of the Chicago & Western Indiana Company. As stated in the sketch of the last named railroad, the Belt Railway Company

leased so much of the road as was required for belt line purposes, the rental being \$100,000. The main line extends 15.90 miles to a junction with the Chicago, Milwaukee & St. Paul, and from Pullman Junction to Irondale. The first main track is 26.80 miles in length, the second 19.48 miles, and the side track 53.28 miles. The equipment, like the road, is leased from the Chicago & Western Indiana Railroad Company, except five caboose cars. The gross earnings for the year 1892 amounted to \$863,408.86, the operating expenses to \$559,406.39. In 1892 this company handled 720,689 cars. The company leases the Indiana elevator from the Chicago & Western Indiana Company for \$30,000 annually, but sub-leases it to the Chicago Elevator Company for \$26,000 annually. The elevator cost \$441,690.51. The president and general manager of the company is B. Thomas; the secretary and auditor, M. J. Clark; the treasurer, John E. Murphy, and the general solicitor, C. M. Osborn.

The Elgin, Joliet & Eastern Railroad. This belt line, which for several years meandered through the prairies within easy distance of Chicago, doing a local freight business between Elgin and Joliet, grew lonely in the summer of 1894 and sought terminal privileges, for then it crossed nearly all the lines centering in Chicago. It is legally known as the Elgin, Joliet & Eastern Railway Company, which was chartered in 1887. The road was completed January 1, 1890, several companies being engaged in the construction of its first 181 miles. The link between McCool and Porter, Ind., was constructed in 1893 by the present company. In June, 1894, Drexel, Morgan & Co., who represent the owners, arranged with the Monon authorities to enter the city over their tracks from Dyer, Ind., and thence *via* the Western Indiana tracks to Dearborn depot. It is the intention of the company to build large elevators near the South Chicago docks and to construct a three-mile branch from the Western Indiana line to the elevators, and ultimately create a new suburban line between Chicago and Joliet, Elgin and other points.

Conclusion. The great railroads may be said to have been the work of the last decade and a half. Within the last period, 1879-1893, they assumed the giant proportions which they now bear, and out of a thousand or more distinct corporations formed a few systems, which in extent of mileage, grandeur of equipment and perfection of management, exceed the brightest day-dreams of fifteen years ago. It is true that great mistakes are made, such as the greedy policy which ruled during the World's Fair. Had the managers treated Chicago and themselves properly, their roads would have brought in all the 22,000,000 people who attended the Fair, instead of the 5,000,000 or 6,000,000 persons whom they carried to see the White City from points outside Chicago. With all their mistakes and all their excesses, the great railroads continue to grow, each addition they make extending the trade territory of Chicago and spreading her fame.

CHAPTER XVI.

INSURANCE METHODS AND COMPANIES.

THE title "Insurance Companies" embraces all associations formed to guarantee the insured against loss of property through fire, flood or storm, and against loss of life or limb through any cause. The various departments include "fire insurance," "marine insurance," "accident insurance," and life assurance. Life assurance companies are distinguished from insurance companies by their agreements with the assured, which the latter must fulfill during life and which the company must observe after the death of the insured. When a qualifying clause is inserted in the policy, suggesting the payment of a sum under conditions which may or may not come to be established facts, the word assurance must be dropped. In the United States assurance companies, as a rule, carry other than normal life risks, and hence the proper name gives way to the more general one of "insurance company," because indemnity is promised conditionally and particularly.

To Chicagoans fire insurance is a matter of prime interest. Though salamanders themselves, their homes, business buildings and personal property are always exposed to the fire fiend, which appears here under every guise. Life in this city, rushing onward as it does like the waters of the rapids above Niagara, is necessarily careless in dealing with fire and seldom halts in its course to look back at the smoke and flame which follow it. Realizing this, the municipality and, indeed, the insurance companies, have adopted every preventative; but with all the forces of a great fire department at the city's command, property worth millions of dollars is reduced to ashes annually, until Chicago has almost become a synonym for fire. For these reasons it is only natural that the owner of property in Chicago should seek protection against fire losses, which are incidental to the city's busy, nervous life.

As early as 1752 the first fire insurance company in the United States was organized at Philadelphia. The Quakers, with their close organization, saw the value of mutual protection in this connection, and in that quiet, easy-going time and town applied its principles. By degrees the system spread until now there are few owners of property who fail to carry a policy of insurance. As early as 1834 the late Gurdon S. Hubbard represented the *Ætna Insurance Company*, of Hartford, Conn., at Chicago, and as such issued the first policy to himself. Two years after he was appointed agent for the *Howard Insurance Company*, of New York, and in that capacity

opposed the Chicago Marine and Fire Insurance Company, chartered in 1836, who did business here from January of that year to January, 1840, and from 1848 to 1874. Theophilus W. Smith was the originator of that company, which was reorganized in 1844 under another title, and the charter of which John Y. Scammon revived in 1848. Elijah K. Hubbard entered the insurance field here shortly after the Chicago Marine and Fire Insurance Company was chartered; Julius Wadsworth represented the Hartford Fire Insurance Company in 1838, and by April, 1838, had established a good business; while David Hunter was appointed agent of the Lexington Fire, Life and Marine Insurance Company in 1838 or 1839, of which B. W. Raymond was agent in 1849 and 1850. The success of these agents suggested the organization of a second local company, and on March 2, 1839, the Illinois Insurance Company, of Chicago, was chartered. Within a few months the October visitant reminded the old and new guarantors against fire losses that premiums had wings.

The first great fire, that of October 27, 1839, destroyed the original Tremont House and seventeen buildings in the neighborhood of Lake and Dearborn Streets. While only a few buildings and stocks of merchandise were insured, the agents and companies stood aghast at the loss of a few thousand dollars and contemplated confining their risks to out-of-town houses on Madison, Monroe and Franklin Streets. Indeed, Wadsworth wished that he were never born. The incorporation of the Phoenix Insurance Company was recorded February 26, 1841; but prior to that the agents recovered somewhat from the fire scare of 1839, for in October, 1840, Augustus Garrett opened an agency in the Sauganash Hotel for the fire and marine department of the National Insurance Company, of New York City. Early in 1842 Theron Pardee represented an Oswego, N. Y., company, known as "The Northwestern," R. C. Bristol represented the Protection Fire Insurance Company, of Hartford, Conn., George W. Dole became an agent for two or more companies, and a year later David Humphreys entered the field as agent for the Buffalo Marine Insurance Company. They were the apostles of protection against fire, so far as Chicago is concerned, urging the people, in season and out of season, to provide against invasion by fire.

In 1844 additions were made to the insurance circle. J. T. Whiting, of Whiting, Magill & Co., was appointed agent of the Mutual Life, of New York. In April B. W. Raymond took charge of the New York Contributionship Insurance Company's agency (whose local premiums did not exceed \$942 from 1844 to 1846); George W. Smith & Co. represented more than one company, but particularly, the Wisconsin Fire and Marine Insurance Company, which may be said to have been organized in 1844, under the charter granted to the Chicago Marine and Fire Insurance Company in 1836. S. B. Collins represented the New York Equitable Fire Company, his office then being at 140 Lake Street; Gurdon S. Hubbard continued to represent the *Ætna* of Hartford, while J. B. F. Russell and M. M. Hayden were also agents, the latter representing the Mississippi Marine and Fire Insurance Association. In 1845 John C. Dodge appears to

have succeeded Whiting as agent of the Mutual Life Insurance Company, of New York; John P. Chapin, Thomas Dyer and E. S. Wadsworth formed a co-partnership and represented several companies; Augustus Garrett entered into partnership with L. Seaman, and Isaac H. Burch established himself in the business. A few years later he interested himself in the Aurora Branch Railroad and later still, during the "Bank War" of 1852, was one of the bankers of the city, and like many of his fellow agents was one of the organizers of the Board of Trade in 1848. In September, 1846, B. W. Raymond was appointed agent of the Howard Insurance Company, of New York, also of the Mutual Benefit Life Insurance Company, of New Jersey and of the Mutual Safety. S. N. Stebbins became the representative of the Connecticut Mutual Life Insurance Company in 1847. During the following year Julius White, T. S. Morgan and Zebina Eastman entered the field as agents for Eastern companies. Curtiss & Tinkham, of the Chicago Temperance and Saving Association, organized the Chicago Savings and Insurance Company in February, 1849, and entered into lively competition with the older and larger companies, particularly with the Wisconsin Fire and Marine Insurance Company, of which Mr. Tinkham was cashier until the close of 1848.

The organization of the Board of Underwriters of Chicago, in December, 1849, with George W. Dole, president, and John C. Dodge, secretary, was the beginning of a new era for the Chicago companies and agents; general rules were adopted and a schedule of rates made for the guidance of agents. Before the close of 1849 the following named citizens entered the insurance field: J. F. Rogers, Paul B. Ring, Philip Thurber, C. N. Holden, J. D. Wooley, H. W. Clarke, O. R. Lull, G. W. Gardner, J. H. Reed, H. Wheeler and D. O. Bradley. All the older agents were also in business harness in that and the following year, except B. W. Raymond, who retired in 1850.

The Chicago Marine Company organized in January, 1851, and the Chicago Mutual Company in 1852. In the latter year Harvey Danks was agent for the Massachusetts Mutual Life Insurance Company, and continued in that position until 1855, when J. P. Brooks was appointed general western agent. In 1853 the Home Insurance Company appointed H. B. Wilmarth representative at Chicago. That same year the Western Marine and Fire Insurance Company, of Chicago, was organized and commenced business; the Mutual Security Company, also a local organization, came into the field, and the Continental Company, of New York, appointed C. N. Holden agent here. John H. Kinzie, the first representative of the Liverpool and London and Globe Insurance Company, was appointed in 1853 and filled the position until 1861. The Western World Insurance and Trust Company, organized in 1853, opened an office at 142-144 South Water Street, that year. George H. Hazelton was the president, with Charles H. Abbott, cashier, and O. Kendell, Amzi Benedict, and L. S. Church, directors. Insurance affairs were active, but owing to the busy character of the agents, who plied their profession at all hours, few additions were made to the

number of 1852, E. P. Fisher, J. B. Henshaw, W. B. Lounsbury, J. S. Hulbert and C. H. Hunt being the principal recruits.

In 1854 Julius White published his system for estimating exterior fire hazards. The little volume was recognized by the fraternity, and made the author, who was then president of the Board of Underwriters, more popular than he had been since his arrival here in 1836. The year was marked by an upward movement in the transactions of insurance men and the popularization of Chicago risks.

The progress of the business in 1854 suggested the organization of the Chicago City, the Mercantile, the Chicago Firemen's, and the Garden City insurance companies in 1855; the appointment of L. C. Hall as agent of the Phenix, of Brooklyn, N. Y., and that of Gurdon S. Hubbard as agent for the Phoenix Mutual, of Hartford, Conn.

The fire companies engaged in business here at the close of 1855 were the Arctic, American (Utica), Astor, Atlas, Beekman, Continental, Granite, Home, Howard, Lafarge, Lorillard, Metropolis, New Amsterdam, New York City, Northern Protection (Camden), Northwestern (Oswego), Phoenix, Rensselaer (Lansburg), Star (Ogdensburg), Washington and Western (Olan), all of New York City and State; the Aetna, the Atlantic (Rhode Island), Bridgeport City (Cleveland), City (Hartford, Conn.), Commercial (Jersey City), Connecticut (Hartford), Equitable (London, England), Girard (Philadelphia), Liverpool and London, Metropolitan (Boston), Merchants' (Philadelphia), Monarch (London, England), Northwestern (Philadelphia), Ontario (Hamilton, Canada), Phoenix (Hartford), Protection (Hartford), Roger Williams (Providence, R. I.), and the Springfield, of Springfield, Mass. The local companies were the Chicago City (Masonic Temple, or 87 Dearborn Street), Chicago Marine and Fire (Marine Bank), Chicago Mutual (120 South Water Street), and Mercantile (Hilliard's block). The Masonic Temple, the buildings at No. 77 and No. 100 Randolph Street and Davisson's block and Hilliard's block were favorite haunts of the agents for fire and life insurance companies.

The life companies represented here in 1855 were the Berkshire, British Commercial, Charter Oak, Connecticut Mutual, Hartford, International of London, England, Knickerbocker Temperance, Liverpool and London, Massachusetts Mutual, Mutual, of New York, Mutual Benefit, New England, and Providence (R. I.). The Massachusetts Mutual had quarters in the postoffice, No. 88 Dearborn Street.

The year 1857 opened favorably for insurance men. Policies were numerous, premiums were paid promptly, and losses were few and far between. It is not to be wondered at, therefore, that others ventured into this harvest field. In February, 1857, the Western Valley Fire and Marine, the Eureka Fire and Marine, the Great Western, and the Northwestern Mutual Life—all local corporations—were chartered and commenced business, so that with the local companies hitherto named, and existing in 1855, there were the Phoenix and the Wagonsha Fire and Marine. The Board of Under-

writers had now a close organization; Arthur C. Ducat organized the Chicago Salvage Corps; Wiley M. Egan had entered the insurance ranks, and John Naghten took his place at the agent's desk. Chicago was improving—growing—crowing, and the agents imitated the young city. A check was made on October 19, 1857, for the fire, which originated in the building, 109-111 South Water Street, destroyed \$500,000 worth of property and twenty-three lives. The result of this terrible fire was a better organization of the fire department, a more conservative policy among the underwriters, and a closer enforcement of the ordinances relating to the use of oil and other inflammable substances. In 1857-58 a few names were added to the roll of agents, such as L. D. Olmstead, Justin Parsons, T. F. Phillips, L. C. Ellsworth, J. L. Jenkins, A. H. and T. G. Van Buren, S. T. Atwater, Thomas Richmond, E. O. Goodwin, Thomas Hale, W. H. Warner and E. Johnson. During the succeeding year the American Exchange of New York City established an office here, an example which was followed by the Citizens' Insurance Company, of New York, and the American Insurance Company, of Freeport, Ill. The Western World Insurance and Trust Company, referred to previously, entered into friendly competition with sister local companies, and with them held this western field until February, 1861, when the Chicago Mutual Life Insurance Company came to share in the profits. The Board of Underwriters was chartered, by special legislative act, that month, and then destructive war, rather than protective insurance, took possession of the agents' minds.

The organization of the State Insurance Company, of Chicago, and the active work of the Mutual Security Insurance Company signaled a new era in 1863, and drove the older agents to canvass for policies, where before they had simply to wait for the property owner to canvass them. During the years from 1860 to 1865 several new names appear on the list of insurance agents, such as S. M. Moore, R. H. Jordan & Co., J. K. Murphy, E. E. Ryan, Alfred James, W. E. Rollo, George C. Clarke, E. M. Teall, Henry H. Brown, W. G. Ferguson, the Holmes Brothers, F. A. Hoffman, Moore & Stephens, J. R. Payson, R. D. Van Wagenen, L. F. Dobson, and R. W. Hosmer, while in 1866 Arthur C. Ducat was appointed general agent of the Home Insurance Company. The John Hancock Mutual Life Insurance Company was established here in 1865, and the Traders' Insurance Company was organized here that year. The Traders' closed their business in 1870, reinsured risks, paid its stockholders 35 per centum; escaped the trial which awaited sister associations, and reorganized, under charter, in April, 1872. The charter of the Lumbermen's Insurance Company was granted in 1865, and Heman G. Powers was chosen president; the Packers' and Provision Dealers' Insurance Company was also incorporated, with Daniel A. Jones president; so with the Provident Life Insurance and Investment Company, the Travelers' Insurance Company, the Northwestern Mutual Life, the Globe Insurance Company, and the Republic Insurance Company, all being local associations. European as well as American companies looked to Chicago for trade, and sent their representatives hither to estab-

lish agencies, no less than nineteen companies, foreign and American, qualifying for business here, exclusive of the home associations.

The year 1866 drew to the city an army of insurance men. The Penn Mutual, of Philadelphia, established an office here. The Union Insurance, which became the Firemen's Insurance Company, of Chicago, by reorganization in April, 1876, was organized in 1867. The Union Central Life was represented here for the first time the same year, by Solon McElroy, and by the middle of 1868 there were no less than forty fire and forty-seven life and miscellaneous concerns doing business here, of which twenty-one were home companies.

No less than nineteen local insurance associations were chartered in 1869, making the number out of all proportion to the old and standard companies doing business here, and necessitating the Insurance Act, which became a law March 11, 1869. The new companies were, the Chicago and Yeddo Insurance and Tea Company, Western Fire, Marine and Plate Glass, Woolen Manufacturers of Northwest, Yokohama, Hibernian, Illinois Mutual Life, Merchants' Union, Northwestern German Mutual Fire, Teutonia Life, Safety Deposit Life, Laboring Man's Life, Mechanics' and Traders', Mechanics, Union Co-operative, Chicago Mutual Health and Life Association, Armour Life, Republic Life, and Western Metropolis. The new law was beneficial in many respects, and in every respect where properly administered. The organization of the Western Manufacturers' Mutual, in March, 1869; the revival in the business of such companies as the Knickerbocker and Great Western in 1870; the practical retirement from business of the Union Insurance and Trust Company, the Stock and Mutual, the National, the Lumbermen's, the Lamar, and the Garden City, in 1870 and 1871, and the establishment of a branch of the Northwestern National Insurance, with George C. Clarke, agent, in the summer of 1871 marked the period. Just before the fire of October 8-10, 1871, there were 14 local fire insurance companies, 7 local life and 1 local glass insurance company, with 63 fire, 14 marine and fire, 3 marine, 1 steam-boiler and 54 life and accident insurance companies.

From 1863, when insurance affairs in Chicago assumed great importance, to the close of 1870 there were 3,110 fires, which entailed a direct loss of \$15,612,592. Of this loss the insured received \$11,624,439. In October, 1871, the companies carried risks, in the burned district alone, aggregating \$100,225,779.90. Of this the sum of \$90,565,241.18 represents the claims adjusted, \$37,998,985.88 the sum paid by the companies, and \$5,137,760.82 the amount of salvage and discount.

Property, in the section of Chicago which was destroyed, was insured in no less than 201 companies, or 75 per centum of all the companies then engaged in the insurance business in this country. Sixty-six of the whole number disappeared within the year ending October 9, 1872; two failed, but resumed business shortly after; but the whole 68, with a paid-up capital of \$19,847,438 and a net surplus of \$5,019,671.32, were blotted from the list, as known October 7, 1871. The New York companies paid

almost 44 per centum of the risks carried; the Connecticut companies paid over \$8,000,000, being a large fraction of their liabilities; the New Jersey companies paid 100 per centum; the English companies, 93.04 per centum; the Maine companies, 95 per centum; Minnesota companies, 94; Wisconsin, 86; West Virginia, 83; Connecticut, 60.99, and Illinois, or local companies, 9.90 per centum. With the exception of Rhode Island, Ohio and Illinois companies, the insurance men of all other States and countries made equitable settlements with the insured. That fire, which destroyed 20,000 houses, was a terrible lesson to municipalities, builders and insurance men, teaching all that the system of protection was comparatively wrong from the point of view of fireman, insurer and insured, who, for some months, did not understand their relation to each other.

On April 2, 1872, the Board of Underwriters was reorganized, the paper insurance companies of Chicago lost the confidence of the people and, altogether, legitimate companies held the field, particularly those who played the higher and honorable part of meeting their obligations. Affairs were progressing favorably until July 14-15, 1874, when a fire originating on the outskirts of the city, at 527 South Clark Street, spread northward, destroyed almost \$4,000,000 worth of property and entailed a loss of \$2,200,000 on the insurance companies. The summary action of the National Board of Underwriters, taken October 1, 1874, caused the withdrawal of all insurance companies from Chicago, as a mark of disapproval of the management of the fire department and the general carelessness of the municipal officers in administering the fire ordinances. This radical measure brought many benefits to the city and showed the people, that however much they might tolerate the proletaire, the insurance men "would have none of them." The moral relation of the 226,236 people of Chicago toward the insurance companies in 1867-68 is shown by the fact that \$4,315,332 worth of property was destroyed, representing a per capita loss of \$1.907. In 1874-75, the loss was \$5.93 per capita and, in 1893, it was \$1.97 per capita. In fact, in the records of the companies doing business here, the only red-letter years, were 1875, 1876 and 1878, when the losses fell below \$1 per capita. From 1863 to 1893, inclusive, there were 35,509 fires, including the great fire of 1871 and the \$4,000,000 fire of 1874. In 1863 there were 186 fires, which caused a loss of \$355,600. In 1893, alone, there were 5,224 fires entailing a loss of \$3,149,590. The total insurance carried here in 1863 amounted to \$272,500. In 1893 the total amounted to \$180,987,890. In 1863 there was one fire to every 827 persons. In 1893 the average was one fire to every 306 persons. In 1893 there were 18, of the 5,224, fires which showed a total loss of \$1,578,180 or \$87,677 each, thus making four fires in 1893, equal in amount of loss to the 186 fires of 1863. Comparisons might be continued *ad infinitum*, each set going to show that the transactions of the insurance companies have kept pace with, if they did not keep in advance of, the marvelous growth of every branch of Chicago's business.

In August, 1876, La Caisse Générale, one of the French insurance companies, noticing the strides of this city, established an agency here and appointed Byron D. West, agent. Under the new order of fire department management, brought about by the Board of Underwriters, the city offered to first-class insurance companies a good field for business, and they came in numbers to occupy it.

The City Directory, for 1894, gives the following list of fire companies: *Ætna*, of Hartford; *Agricultural*, of Watertown, N. Y.; *Allemannia*, of Pittsburg, Penn.; *American Central*, of St. Louis; *American*, of New York; *American Fire*, of Philadelphia; *American*, of Boston; *American*, of Newark, N. J.; *American Lloyds*, of New York; *American Mutual*, of Providence, R. I.; *Armenia*, of Pittsburg; *Assurance Lloyds*, of America; *Atlas Assurance*; *Atlas Fire*, of England; *Atlas Mutual*, of Boston; *Boylston*, of Boston; *British America*, of Canada; *Broadway*, of New York; *Buffalo German*; *Caledonian* of Scotland; *Capital Fire*, of Concord, N. H.; *Cincinnati Underwriters*; *Citizens'*, of Pittsburg; *Citizens*, of St. Louis; *Colonial Mutual*, of Boston; *Commerce*, of Albany, N. Y.; *Commercial Union Assurance*, of London, England; *Commonwealth*, of New York; *Concordia*, of Milwaukee; *Connecticut*, of Hartford; *Consolidated Mutual*; *Continental*; *Continental*, of New York; *Cotton and Woolen Manufacturers' Mutual*; *Dayton*, of Ohio; *Delaware*, of Philadelphia; *Detroit Fire and Marine*; *Dwelling House* of Boston; *Eagle*, of New York; *Enterprise Mutual*, of Providence, R. I.; *Essex Mutual*, of Massachusetts; *Farmers'*, of York, Penn.; *Farmers and Mechanics'*, of Virginia; *Farragut*, of New York; *Fidelity and Casualty*, of New York; *Fire Association*, of Philadelphia; *Fire*, of Philadelphia; *Fireman's Fire*, of Boston; *Fireman's Fund*, of San Francisco; *Fireman's*, of Newark, N. J.; *Firemen's*, of Baltimore; *Firemen's*, of Chicago; *First National*, of Massachusetts; *Forest City*, of Rockford, Ill.; *Franklin*, of Philadelphia; *Franklin*, of Louisville, Ky.; *German American*, of New York; *German*, of Pennsylvania; the *Germans* (2), of Freeport and Quincy, Ill.; *German Mutual*, of North Chicago; *German National*, of Louisville, Ky.; *Germania*, of New York; *Girard*, of Philadelphia; *Glenn's Falls*, of New York; *Grand Rapids*, of Michigan; *Greenwich*, of New York; *Guardian Assurance and the Guardian Fire and Life Assurance*, of England; *Hamburg-Bremen*, of Germany; *Hanover*, of New York; *Hartford*, of Connecticut; *Home*, of New York; *Imperial*, of England; *Insurance Company of North America*, Philadelphia; *Insurance Company*, State of Pennsylvania; *Keystone Mutual*, of Philadelphia; *Kings County*, of Brooklyn, N. Y.; the *Lancashire*, of England; *Lion*, of England; *Liverpool and London and Globe*; *London Assurance Corporation*; *London and Lancashire*, all of England; *Lumbermen's Mutual*, of Chicago; *Lumbermen's*, of Philadelphia; *Manchester*, of England; *Manufacturers'*, of Chicago; *Manufacturers' Lloyds*, of New York; *Manufacturers' Mutual Underwriters Association*, of Chicago; *Manufacturers and Merchants*, of Pittsburg; *Mechanics*, of Philadelphia; *Mechanics and Traders*, of New Orleans; *Mercantile Lloyds*, of New York; *Mercantile Mutual*, of Providence, R. I.; *Merchants*,

of Newark, N. J.; Millers' National, of Chicago; Milwaukee Mechanics; Minnesota; Mutual Fire, of New York; Mutual Lloyds, of New York; National Fire, of Hartford; New Hampshire Fire; New York Fire; New York Underwriters' Agency; Newark Fire; Niagara, of New York; North British and Mercantile, of England; North German, of Hamburg; North River, of New York; Northern Assurance of England; Northern and Southern Lloyds, of South Carolina; North Western National, of Wisconsin; Norwich Union, of England; Ohio, of Dayton; Old Colony Mutual, of Boston; Orient, of Hartford; Pacific, of New York; Palatine, of England; Pennsylvania; Phenix, of Brooklyn; Philadelphia Manufacturers; Phoenix Assurance, of England; Phoenix, of Hartford; Planters, of Virginia; Protection Mutual, of Chicago; Providence Washington, of Rhode Island; Prussian National, of Germany; Pulaski Mutual, of Chicago; Queen, Queen Insurance Company of America; Reliance, of Philadelphia; Rhode Island Underwriters' Association; Rochester German; Rockford, Illinois; Royal, of England; Rubber Manufacturers' Mutual, of Boston; Rutger's, of New York; Rutland, of Vermont; Scottish Union and National of Scotland; Security, of Connecticut; Springfield (Fire and Marine), of Massachusetts; Sun, of England; Sun Mutual, of New Orleans; Teutonia, of New Orleans; Traders, of Chicago; Transatlantic, of Hamburg; Union Assurance, of England; Unions (2), of Buffalo and Philadelphia; United Firemen's, of Philadelphia; United States, of New York; Wachusett Mutual, of Massachusetts; Washington, of Cincinnati; Westchester, of New York; Western Assurance, of Canada; Western Factory, of Chicago; Western, of Pittsburg; Western Manufacturers' Mutual, of Chicago, and Williamsburg City, of New York.

The fire and marine companies represented here include the Girard, of Philadelphia; the Mercantile, of Boston; the Michigan, of Detroit; the Springfield (Mass.); the St. Paul, of Minnesota, and the Virginia, of Richmond, Va.; while of the fire companies already named, one, at least, transacts a marine business. The Ætna, Chicago, General Marine, Insurance Company of North America, Sun, and the Thames & Mersey do a marine business. The Hartford Steam Boiler Inspection and Insurance Company, of Hartford, and the Fidelity and Casualty Company, of New York, make their business a branch of the fire and marine business.

The life insurance companies include the Ætna, of Hartford; Bankers', of Des Moines; Bankers', of New York; Bankers' and Merchants', of Illinois; Berkshire; Chicago Guaranty Fund Life Society; Chicago Mutual Life Assurance; Commercial Alliance, of New York; Connecticut Mutual; Covenant Mutual Benefit, of Galesburg, Ill.; Equitable Life Assurance Society, of the United States; Equitable Life, of Iowa; Fidelity Mutual, of Philadelphia; German Mutual Benefit Association; Germania, of New York; Guarantee Fund Life Assurance, of Des Moines, Iowa; John Hancock Mutual, of Boston; Hartford Life and Annuity; Home, of New York; Illinois Masonic and Pythian Benevolent Society; Iowa Life; Knights Templars and Masons' Life Indemnity; Life Mutual; Lumberman's Mutual; Manhattan, of New York; Massa-

chusetts Benefit; Massachusetts Mutual; Medical Aid and Burial Association, of Chicago; the Mercantile Benefit, of New York; Merchants' Life Association of the United States, of St. Louis; Metropolitan, of New York; Mutual, of New York; Michigan Mutual; Modern Woodmen of America; Mutual Benefit Life Association of America; Mutual Benefit, of Newark, N. J.; Mutual Benefit and Aid Society; Mutual Masonic Association; Mutual Reserve Fund, of New York; National Life of United States of America; National, of Vermont; Nederland, of Chicago; New England Mutual, of Boston; New York Life; Northwestern Life; Northwestern Masonic Aid Association; Northwestern Mutual, of Milwaukee; Pacific Mutual; Penn Mutual; Phoenix Mutual; Progressive and Endowment Guild; Provident Life and Trust; Provident Savings Life Assurance Society, of New York; Prudential; Prudential, of Newark, N. J.; Security Mutual; State Mutual, of Worcester, Mass.; Triple Link Mutual Indemnity Association; Union Central; Union Mutual, of Portland, Me.; United States; United States Masonic Benevolent Association; the Vermont; Washington, of New York, and Western Mutual Life Association, of Chicago. The Illinois Live Stock Insurance Company, of Chicago, insures live stock. The Plate Glass insurance companies comprise the Fidelity and Casualty, Lloyds, Metropolitan and New York all of New York, and the New Jersey Plate Glass Company.

The accident insurance circle embraces the Ætna; American Employers' Liability;* Employers' Liability Assurance Corporation,* of England; Fidelity and Casualty;* London Guarantee and Accident;* National Benefit and Casualty; Preferred Accident;* Standard Life and Accident,* of Detroit; Star,* of Chicago, and the United States Mutual.* In addition to these marked with a star, the following named companies issue accident as well as life policies: American Masonic; Atlas, of Boston; Bay State Beneficiary Association; Great Eastern Indemnity and Casualty, of New York; John Hancock Mutual, of Boston; International Sick Benefit Fund; Inter State Casualty; Metropolitan Accident; National Benefit and Casualty; National Casualty Indemnity; North American Accident Association, of Chicago; Northwestern Traveling Men's Association; Travelers', of Hartford; Travelers' Preferred, and the Union Casualty and Surety; while the National Benefit and Casualty Company insures against accident and sickness; the National Surety Company executes bonds for receivers, contractors and litigants; the Mercantile Credit Guarantee Company of New York guarantees credits; the American Employers' Liability and the Fidelity and Casualty insure elevators and elevator liability, and they, with the London Guarantee and Accident, issue policies on employers' liability.

The Chicago Mutual, the Commercial of Chicago, the Insurance Company of Northern Illinois, the Methodist Assurance Association of Chicago, and the Northwestern Mutual of Rock Island applied for charters in 1893; while the Dubuque Fire and Marine, the Philadelphia Manufacturers' Mutual, the North German Fire, and the Saginaw Valley Fire and Marine were permitted to do business here in 1893.

The list shows no less than 158 fire insurance companies, 7 fire and marine, 6 marine, 2 steam boiler, 2 elevator, 65 life, 1 live stock, 4 plate glass, 10 accident, 23 accident and life, 1 accident and sickness, 1 commercial and judicial bonds, 3 employers' liability, and 1 credit guarantee, or a total of 283 companies. There are 389 agents (each of whom has an office), and an army of solicitors and clerks. While several old-time companies are represented here, the majority of these now doing business in Chicago are comparatively new and untried by the great fires and epidemics which swept so many of the old insurance associations out of existence. Their aggregate assets mount up into the hundreds of millions; their system of business is very conservative and generally well organized; so that a repetition of the failures of October, 1871, is as improbable as a repetition of the terrible calamity which offered a color of excuse for the dishonesty of that period.

The aggregate amount of available assets of the 7 joint stock fire and marine insurance companies at the close of 1893 was \$6,912,670.43, and the income \$3,411,505.19; of the 102 joint stock companies of other States doing business in Illinois \$164,613,033.60, and the income \$90,408,418.97; of the 7 mutual insurance companies of Illinois \$789,586.28, and the income \$523,494.12, and of the 10 mutuals of other States doing business here, \$3,043,463.44, and the income \$2,997.-898.64. These, with the foreign companies, have assets valued at \$234,242,948.20, and a cash annual income of \$146,014,260.85. The losses paid by all in 1893 amounted to \$93,134,117.51, and the total expenditures to \$145,949,132.67. The total risks in force in 1893 were valued at \$17,876,101,803.41. The figures, while given for Illinois, pertain to Chicago particularly.

In the matter of life insurance companies there were 70 existing in 1869, carrying 18,953 risks, valued at \$43,066,689. In 1893 there were 36 companies, carrying 26,584 risks, amounting to \$76,449,101.25. In another table of the report for 1893, issued in 1894, the 36 companies are credited with carrying 1,563,095 policies, valued at \$4,256,-217,637, yielding an income of \$240,080,877.24 and paying losses aggregating \$77,650,-038.06.

GLOSSARY OF COMMERCIAL TERMS.

A

- Aam. A measure equal to 41 wine gallons at Amsterdam, $36\frac{1}{2}$ at Antwerp, and $38\frac{1}{4}$ at Hamburg.
- Abdicate. To retire from partnership. To resign a position.
- Abnormal. Said of a condition of trade—too slow or too brisk.
- Abscond. To leave clandestinely with some one's property. To conceal. To hide.
- Absolute trade. Independent, non-relative business, the tenor of which is not changed by political, social or other events.
- Absorb. To swallow up or consolidate.
- Abstract of title. The complete history of a lot or parcel of ground, based on the records or unrecorded documents.
- Abstruse questions. Questions submitted to the credit-man of a firm, which are hard to answer promptly.
- Abuse. Vituperative words used in trade. Ill treatment of merchandise. To misuse one's position in a house.
- Accomplish. To bring to a successful issue. To finish.
- Account. A record of reckoning in an account book. The amount due. The account current.
- Acquit. To release from an obligation.
- Admixture. A mingling of several ingredients to form a compound.
- Adventure. The American Fur Company's general name for a trading post at Chicago, from 1818 to 1827.
- Aggressive. A commercial quantity, inseparable from trade.
- Anarchal. Bodies of men in an effervescent condition.
- Annex. A subsidiary building or room to main store, factory or office.
- Antinomy. Opposition rules in a business concern.
- Apple-pie order. Perfect arrangement or condition.
- Application. Specific use. Close attention to work in hand; as, application to business.
- Appraiser. A person sworn to place a proper value on goods.
- Appreciate. To increase in value, as real estate, wool, cotton, wheat, gold, silver, steel.
- Arbitrage. A traffic in bills of exchange and stocks.
- Arbitration. The determination of a cause by persons appointed by the disputants, whose judgment is called an award.
- Article. To stipulate. To apprentice.
- Assets. The entire property belonging to an individual or corporation.
- Assign. To make over assets to an assignee, either a friend, lawyer or creditor.

- Assurance. A promise to pay a certain sum on the occasion of a certain event, as on the destruction of property by fire or the loss of life or limb. Insurance.
 Boldness or impudence. Self-confidence.
 Atechnic. Without experience or technical knowledge.
 Attorney. An agent; specifically, a legal agent.
 Authorize. To empower. To sanction.
 Average. The medial price of grain in the Chicago market, or in all markets combined.
 Axiom. An established principle in business.

B

- Backing. Support or aid given to an enterprise.
 Backshish. A gratuity or bribe given to a menial, manager or official.
 Bag. A certain quantity of a commodity, such as may be carried in a sack to market.
 Balance. An equality between the totals of the two sides of an account. The excess on either side. The sum in bank subject to check.
 Bank bill. A greenback issued by the United States to National banks.
 Bank book. The depositor's book in which a banker enters debits and credits.
 Banking. The business of dealing in money or negotiating merchantable paper.
 Bankrupt. A trader who is unable to pay his debts.
 Bargain. A commodity offered to the buyer below its true value, sometimes, but seldom, found on the bargain counter in modern stores.
 Barker. One who stands at store doors asking passersby to enter.
 Batch. The quantity of bread baked at one time.
 Bear. A person who sells grain, meat or stocks for future delivery with the hope that a depreciation in prices will yield him large profits. The antithesis of a bull on the Board of Trade.
 Bid. An offer of a price, made at auction sales, or by a contractor, material man, merchant or manufacturer in a competition for building or supply.
 Bill. An account of goods sold or services rendered with the prices, as a bill of lumber. A menu. A greenback.
 Bill of Lading. *Vide* Glossary of manufacturing terms.
 Bimetallic. A double standard for coin or currency.
 Bin. A large box for holding grain; as, elevator bins.
 Biscuit. A flat cake of many varieties, the manufacture of which is carried on very extensively in Chicago bakeries and Chicago homes.
 Blacklist. A trade report in which merchants *et al.*, whose ability to pay is not above suspicion, are not recommended as worthy of credit. A list of persons who do not pay rent, or a list of men kept by railroad and manufacturing companies, who engaged in strikes or acted against the interests of employers.
 Blanks. Printed forms with spaces left blank to be filled in with names, dates, descriptions, figures, etc.; as, the blank book, receipt, bank check, bond, contract, deed and mortgage blank.
 Bogus. Something counterfeit. A fictitious firm. A liquor made of rum and molasses.
 Bohea. An inferior black tea.

- Bona peritura. Perishable goods.
- Bond. An instrument made by a corporation for the purpose of borrowing money. A mortgage or trust deed, generally negotiable. The rentes, or United States bonds.
- Bonus. A premium given for a loan of money, for a charter, for a privilege, or for the establishment of railroad shops or industries, in a small, ambitious town.
- Boodle. Money given in secret to obtain position, goods, or preferment. An illegal, dishonorable payment to obtain something large for very little.
- Bottom. The lowest price of a commodity; as, bottom price; the market has reached bottom.
- Brand. A trademark, usually made with a branding-iron. A quality of goods; as, a brand of wine.
- Buccaneer. A pirate or sea robber, now applied to a class of men who use the trademarks of others, steal copyrights, or go from place to place abusing the law of credit and robbing wholesale dealers and manufacturers.
- Bucketshop. An office where every facility is afforded to bet on or invest in futures, partaking somewhat of the character of a bookmaker's office, but not so patent to the investor.
- Bugaboo. A scarecrow, which interferes with the normal course of trade, disturbs the country and accomplishes no good. The revision of a protective tariff or the cry of free trade is a bugaboo of no small moment.
- Bull. A member of the Board of Trade whose operations are carried on with a view to raise the price of grain, provisions, or stock for future delivery. The antithesis of a bear, who operates to depreciate.
- Bullock. A young, inexperienced bull. A young male of the genus Ox.
- Bumpkin. An awkward, heavy fellow in a mercantile concern.
- Bushel. A measure which holds 77.6274 pounds of distilled water at 39.8° F. and 30 inches atmospheric pressure.
- Business. Financial dealings. Mercantile transactions. Buying and selling. Now applied to the occupation or calling of any man.
- Busy. Constantly at work; as, a busy merchant.
- Buy. To negotiate a purchase; hence, buyer—one who buys.
- Buzzard. A blockhead or dunce.
- Bywork. Subordinate or side business.

C

- Cab. A dry measure containing a little over two pints.
- Cabal. The secret work or machinations of a few members of a firm, who plot to freeze out the other members.
- Café. A coffee-house or restaurant where aliments and liquor are served.
- Caird. A traveling tinker.
- Caliber. The character or compass of a commercial man.
- Call. To call off the items of an account. To collect debts. A vocation or calling. The privilege to demand the delivery of grain, provisions or stocks, at the price and time agreed upon. An assessment or call for installment on shares of stock. A bell-boy.

- Canvass.** A systematic effort to sell. To show, logically, the value of a book or other commodity and persuade the second party to purchase it. To play the part of an expert salesman.
- Capable.** A man possessing the power to manage, or an employe experienced and healthy, able to transact business in his department.
- Capacity.** The work which a mill or factory may produce in a day, or the power of a man measured by his daily or annual work.
- Capper.** One who makes and sells caps.
- Carton.** Fancy paper boxes, which are gradually taking the place of wrapping paper in large stores.
- Caterer.** One who provides and prepares provisions, wines, and attendance for feasters; as, the caterer of the banquet table.
- Caution.** Provident care or wariness. Attributes of the business man.
- Center.** A point equally distant from the extremes of trade or railroad systems, as Chicago. To concentrate trade.
- Certificate.** A written evidence of truth.
- Certify.** To declare true or valid; as, to certify a bank check.
- Cestuy que trust.** A person who has the equitable interest in property, the legal interest in which is vested in a trustee.
- Chance.** The science of possibilities on which some men win success.
- Change.** The small currency employed in returning balances to customers. Sometimes used for Exchange.
- Character.** The moral quality of a merchant. A certificate as to competency given an employe.
- Charge.** A fixed price. To enter on the debit side of an account. A fixed expense; as, the fixed charges of a railroad or other large business, such as the interest on bonds, taxes, etc.
- Charter.** A permit by the State conferring certain powers on a corporate body. The contract under which a ship is hired to carry a cargo from one port to another.
- Cheap.** Having a low price in market. Something which the barker says is "dog cheap."
- Cidevant merchant.** One who carried on the mercantile business in former days.
- Circles.** Divisions of society; as, the mercantile circles.
- Circular.** A patent letter addressed to a number of interested persons; as, a business circular.
- Circulating medium.** A current medium of exchange, as greenbacks, silver dollars, etc.; now controlled by the National Government.
- Clear.** To exhibit shipping documents at custom house, comply with the marine and revenue laws, and receive a permit to sail or a clearance.
- Clearing-house.** The office where checks on associated banks are sorted and balances paid.
- Coal-dealer.** One who sells coal; specifically, a retail dealer.
- Coigne.** The practice of leasing a hotel or store to a tenant and quartering one's self upon the renter.
- Collateral.** Property given as security for a loan in addition to merchantable paper. An extra security.

- Colored. A specious, plausible story, common in every-day commercial life.
- Commerce. The exchange or buying and selling of commodities; specifically, the exchange of merchandise on a large scale between different places or communities.
- Commercial traveler. An agent for a wholesale house to travel a circuit soliciting orders.
- Commission. The brokerage or allowance made to a factor for transacting business for another. The charge made by a commission merchant for selling the goods of a producer. A body organized to regulate commerce; as, the Inter State Commerce Commission.
- Commute. To pay or arrange to pay in gross instead of installments, thereby obtaining special terms; as, a commutation ticket on a railroad.
- Compensate. To supply an equivalent, as the price of labor. A recognition of service.
- Compound. To settle by a compromise. To pay a percentage of the total debt.
- Concern. A firm and its business; as, a dry goods concern.
- Confiscate. To levy excessive taxes and assessments, the payment of which compels an owner to sell part and sometimes all his real estate, so as to save a little from the maw of the taxer.
- Consolidate. To bring together into close union; as, to consolidate several railroads in one system, or two or more firms in one great house.
- Consols. The British securities corresponding with the rentes in France, or our own National bonds.
- Contract. To enter into a mutual agreement or covenant.
- Contractor. One of the parties to an agreement who agrees to do certain work under specified conditions for a stated sum.
- Contribute. To take a share or part with others in making a business venture successful, or to subscribe moneys toward such a venture.
- Contretemps. One of the disagreeable surprises of business life.
- Control. To exercise restraining or governing influence over a corporation.
- Conveyancer. One whose business is to draw up deeds, mortgages, leases, etc.
- Cope. To exchange or barter.
- Counter. A table or board on which goods are placed for examination by customers.
- Counterfeiter. One who makes facsimiles of bank bills or coin.
- Credit. Reputation derived from the confidence of others. Trust given or received. Expectation of future payment for property transferred.
- Creditor. One who credits, believes, or trusts.
- Crib. To pilfer or purloin.
- Croaker. A business man who always complains of trade.
- Current. The course of trade. Money recognized as currency.
- Customer. A person with whom a business house has dealings.
- Custom house. The office where imposts or duties are paid and where vessels clear.
- Cut. To reduce the price of goods or the rate for transportation.

D

- Dead letter. A letter uncalled for, sent to the general postoffice at Washington to be opened and disposed of.

Dead weight. A heavy or oppressive debt, or stock of old goods. The weight of rolling stock in railroad phraseology.

Deal. A speculative operation. To distribute or retail, as a dealer does.

Decimosexto. A printed sheet folded into sixteen leaves or thirty-two pages, known as 16mo in the book trade.

Deep. Often used, as in "deep water"—plunged in debt, in a "tight place," "between the devil and the deep sea."

Default. To fail in fulfilling a contract or promise or duty; hence, defaulter—a thief, peculator or defalcator.

Demand. A peremptory urging of a claim. An amount claimed to be due.

Demurrage. The special charge for detaining a freight car, ship or freighter's wagon beyond the regular time for unloading.

Differential. A small difference in rates which competing railroads, in establishing a common tariff, allow one of the roads to make in order to obtain a fair share of business.

Dime. A silver coin representing ten cents.

Director. One of the managers of a corporation; as, a bank or railroad director.

Disburse. To pay out for labor, supplies, etc. To expend.

Discharge. To "fire" an employe. To pay a debt. To fulfill an obligation or duty.

Discipline. To accustom to regular and systematic action.

Discretion. A quality of the thorough business man.

Disgorge. To yield up, unwillingly, moneys or property obtained illegitimately.

Dish. To fail in a deal; as, he was "dished."

Disincorporate. To deprive of corporate rights. To surrender a charter.

Dismember. To deprive of membership.

Dividend. A familiar word in the language of corporate bodies. A percentage of net profits declared at stated intervals by the directors of a corporation, which may be large or small, as their policy directs or as the financial condition of the company warrants.

Dockage. A charge for the use of a dock.

Docket. To summarize; as, to docket letters and papers.

Dodge. To evade a duty by low cunning. To dodge a debt.

Dolittle. A fellow who speaks much but performs little.

Dollar. An almighty element in trade and commerce, current for 100 cents. A coin containing 371.25 grains of silver and 41.25 grains of alloy, or 23.22 grains of gold and 2.58 grains of alloy. The commercial value of the former in 1893 was 62 cents, or in other words one could purchase 598.38 grains of pure silver with a United States silver dollar. In 1892 the silver production of the world was valued at \$196,605,184.

Dolly Varden. A lively business girl, dressed in bright figured cloth.

Domestics. Articles of home manufacture, especially cotton goods.

Down. To beat on a trade. To get the upper hand in a transaction.

Drag. Anything, animate or inanimate, which encumbers business.

Drive. To force trade by prosecuting it with energy. A lot of goods offered at special prices.

Dry goods. The commercial name for textile fabrics.

Dull. Sluggish, slow, sleepy; as, a dull market, dull times.

Dun. An importunate collector, half tiger, half man. A letter demanding the prompt payment of a debt, unwelcome to him who wishes to pay but cannot. A source of merriment to the chronic dead-beat.

E

Easy. Not straitened or "tight" in finances. A quiet market.

Economy. The system of rules and regulations governing a manufacturing or mercantile concern. The attention to details which guards against loss or waste.

Effects. Goods in stock or other property forming assets.

Effete. An old established house falling to decay, owing to its inability to keep up with the mercantile progress.

Electrician. One versed in the science of electricity. A dealer in electrical goods.

Emancipate. To free from a controlling power; as, to emancipate the grain market.

Embezzle. To misappropriate. To waste. To apply an employer's money or property to one's own use.

Empiric. One who goes beyond the conventional rules of mercantile life.

Engineer. One who carries an enterprise to a successful issue by skillful or artful contrivance. A surveyor. One who drives or constructs an engine. One who executes engineering work, as building a railroad, bridge, modern Chicago house, etc.

Enterprise. A work which involves the courage to invest capital and labor, with the hope of profit, such as the establishment of a factory or large store.

Entry. The exposition of a ship's papers at the Custom House, with the object of obtaining a permit to land the cargo, as a clearance is a permit to sail with a cargo.

Ephemeral. A short-lived enterprise, founded on empiric notions.

Erecting shop. A warehouse where machinery is put together and offered for sale, or made ready for shipment.

Esprit de corps. The spirit dominating the members of a corporation, each of whom is devoted to the interests of all and the honor of the house.

Establishment. The place in which one's business is fixed. A commercial company. A manufacturing house.

European plan. A new system of American hotel keeping, which permits a guest to have a room with or without board.

Evade. To practice artifice with a view of escaping the payment of debt.

Ethics of trade. Commercial morals which bind respectable dealers to offer only good articles at their value, and which oppose adulteration and other tricks.

Evolve. To pass through a process of evolution and develop into a large concern.

Exact. Precise in observing a standard. Strict. Hence, exacting as is generally the case with a loaner of moneys.

Examine. To test by any proper method. To inspect. To inquire into.

Excise. An inland duty, as the Internal Revenue, derived from imposts on whisky, tobacco, *et al.*, as well as from licenses.

Exchange. The process of settling accounts or debts, without the intervention of money, by exchanging orders or drafts. The hall where merchants assemble to transact business. The hall of the Board of Trade, of the Stock Exchange or of the Clearing House.

- Executor.** The person appointed to see the terms of a will carried into effect.
- Exorbitant.** The inordinate charges made by common carriers, agents and others, or extraordinary prices demanded for any commodity.
- Expansion.** Enlargement or extension of business transactions or of the circulation of currency.
- Expedient.** Suitable means to accomplish an end.
- Experience.** Personal and direct impressions obtained in real life, which educate the business man and prepare him to meet the various possibilities of his station. In all the arts it is the doorway to success, the diploma, without which no progress may be made. Expert and experiment tell of its applications.
- Express.** That which is sent by a special messenger or by express train.
- Extrinsic.** Of little or no value within itself as a greenback, valueless without the signature of the United States treasurer and comptroller.
- Eyry.** The perch occupied by the engineers of a corner in grain or provisions, which is often surrendered to the bears.

F

- Face.** The exact amount shown on a note, bond or other merchantable paper, without interest or discount; as, face value.
- Factory.** A United States storehouse in early days. The outposts of a fur company, where clothes, ammunition and gewgaws are exchanged for furs.
- Factotum.** A person employed to do anything demanded of him. A man of all work.
- Failure.** A suspension of business, owing to inability to pay.
- Fare.** The amount paid for a railroad, steamship or carriage ticket; as, the fare from Chicago to New York is \$21.00.
- Faux-pas.** A mistake at first, a crime when made a second time.
- Fee.** The compensation paid for professional services; as, a lawyer's fee. An estate of inheritance belonging to the owner and transmissible to his heirs without condition attached to the tenure. A feud.
- Feeder.** A branch railroad, canal or stage line contributing to increase the business of the main line.
- Fence.** A receiver of stolen goods, or the place where they are stored.
- Fiduciary.** One who holds a thing in trust for another.
- Financier.** One charged with the administration of finance in a large concern. One who measures accurately the relation of income to expenditure, and of stock to trade.
- Finesse.** Subtlety of contrivance to gain a point in business.
- Fix.** An embarrassing position. To put in order. To agree or settle.
- Fizzle.** To make a ridiculous failure in an undertaking.
- Flabbergast.** To make an extraordinary statement about trade, as a drummer does when he states his house does an annual trade of \$100,000,000.
- Float.** To sustain the credit of a commercial scheme or house by floating its paper and enabling it to push its deals to successful issue.
- Floating capital.** Capital not funded, undetermined, or standing out in the form of credits. A floating debt.

- Flush. Affluent. Well supplied.
- Folio. A sheet of paper folded in two leaves. A page of a ledger book.
- Forecast. To calculate and provide beforehand. To prophesy the future condition of the market.
- Forgery. The crime of fraudulently making or altering a writing or signature purporting to be made by another.
- Freight. The goods loaded on railroad cars or ships for transportation. The fare or charge, or freightage, for transporting freight.
- Fund. A sum of money subscribed for some enterprise promising profit. A deposit of money from which supplies may be drawn for carrying out an enterprise. An invested sum, the interest on which is devoted to a specific object.
- Fungous. A business which grows suddenly, without a promise of durability. Trade fungous.
- Futures. A broker's name for possibilities which the future may develop in the prices of grain, provisions and stocks; as, "dealing in futures." Buying May wheat in November.

G

- Gage. A security for the performance of some act by the depositor.
- Gain. That which is acquired as profit or advantage.
- Gallon. A measure equal to 8.3389 pounds avoirdupois of distilled water of the same density as that described under the name bushel. A cylinder seven inches in diameter and six in height.
- Gang. A set of workmen under one foreman.
- Gauge. To ascertain the contents of a pipe, cistern, barrel, vat, or the dimensions of other packages. Standard gauge is the distance between rails on American railroads, or four feet eight and one-half inches.
- Genius. That quality, natural or acquired, which fits man for special work. The animating spirit of man. The particular mental power, properly directed, which leads one to great things; as, the political genius of Lincoln, the military genius of Washington, the mercantile genius of Stewart, or the commercial genius of Astor and McCormick.
- Glut. A supply much greater than the demand; as, a glut of the market.
- Gold. An unalterable precious metal which is really the standard of money or wealth in all commercial countries. It is hardened by alloying with silver or copper.
- Grange. An association organized by the farmers in 1867 to abolish merchants, buy direct from manufacturers, and establish central stores on the Bellamy plan.
- Greenback. A popular medium of exchange first issued in 1862, and continued since the establishment of the National banking system in 1863. It is not the theoretical greenback for which men seek, but one represented by bullion and guaranteed by the United States.
- Ground. Real estate. The gardens, lawns, streets, parks, and the land covered by the homes and business houses within this city, valued at \$189,299,120, according to the assessment of 1894, but really valued for \$1,000,000,000 or even more.
- Grub. A business man who finds it difficult to bring income and expenditure into amicable relations. One who is always trying to extricate himself from the leash of debt. Generally, an honest fellow who will not resort to the usual heroic means of cutting the leash.

Guarantee. To warrant the payment of a debt, or the performance of a duty or contract, or the title to real estate.

Gypsy. A people who live in their tents, travel from place to place and engage in petty trading, selling horses, telling fortunes, and other easy work. They are like the lilies of the field in their aversion to work.

.H

Hand. A palm, equal to four inches. An agent or a workman; as, 300 hands.

Handicap. To place at a disadvantage. To undersell.

Handle. To receive and transfer. To buy and sell. To work upon. To manage.

Harbor. A refuge for ships. A port.

Harry. To pillage. To harass. To assist in the disruption of a business firm.

Hessian. A mercenary or venal person, who will do anything for a pittance and risk his neck for ten dollars.

High. Costly. Not cheap. Dear in price.

Honor. A fine sense of what is right, common in the higher branches of trade and commerce, but generally wanting. An intangible something, with which few men are credited in their own city.

Honorary member. One given *entre* to a commercial organization (without the privilege of voting or taking part in its business affairs), on account of his general character.

Hutch. A bin in which grain is stored. Two bushels of grain. A sly, wide-awake operator in grain and provisions.

Hypothecate. To mortgage or to pledge property as security without transferring title.

I

Illicit. Trade not permitted by the laws of the United States, as traffic in smuggled goods or in human flesh.

Impetus. Impulse, incentive, vigor, force; as, the impetus of trade.

Import. To buy goods in some foreign land and transport them to the United States for sale.

Imposition. A deception or fraud practiced in trade. An excessive charge made on a general order.

Impost. The tax levied by the United States on imports or on home manufactures.

Incendiary. One who willfully destroys houses or goods by fire; a criminal very common in these days, but seldom brought to the penitentiary.

Incorporate. To associate in one body for business purposes; as a gas company, a railroad company, a mercantile company, chartered and made a legal unit.

Incorruptible. A majority of the people whose consciences are proof against wrongdoing, such as theft and bribery.

Indenture. A written contract, binding a youth as an apprentice to a master, who is supposed by the law to act as foster parent. Now a general name for contracts.

Indorse. To write one's name on the back of a note, draft, etc., to render it transferable or negotiable.

- Industry. A department of the arts; specifically, one in which many men are employed; as, the packing or iron industries. Diligence in any business.
- Influential. Possessing and exerting power.
- Infringe. To encroach, as to appropriate a trademark. Sometimes applied when a competitor enters the trade territory of the older merchant.
- Ingenuous. Frank, unreserved, honest in word and deed.
- Inscient. The quality of mercantile instinct which conveys a knowledge of future trade and its requirements. Insight. The word is also an antonym of itself.
- Insolvent. One who is unable to pay all his debts when due.
- Install. To establish a store or factory and arrange the fixtures or plant.
- Installment. A part of the principal debt payable at stated times. An old method of interesting buyers in real estate, furniture, books, etc., which has its advantages and disadvantages.
- Instant. Used in business letters to indicate the current month, as opposed to ultimo and proximo.
- Instinct. Natural, inward impulse or propensity, entertained prior to experience or instruction, which often leads a man to perform works which learning and knowledge could scarcely master.
- Insurance. The system of insuring or assuring against loss by fire, water or wind, or providing a fund for the family after the death of the parent, or for the support of the insured during sickness. The insurer undertakes the *risk* under certain conditions, shown in the *policy*, for a consideration, known as the premium. The departments of insurance comprise fire, life, accident, endowment, plate glass, fidelity and cyclone.
- Interchange. The mutual exchange of goods between two persons or countries. Reciprocity. Barter. Commerce.
- Interest. Premium paid for the use of money. Participation in profits and responsibilities. The personnel of a large industry; as, the packing interest.
- Intermeddle. To interfere with other people's business, a function disagreeable to the many and enjoyed by the few.
- Interview. A conversation for the purpose of eliciting information, or the printed statement of the conversation.
- Intolerant. Ignorance of the fact that others should enjoy the same liberties in trade or commerce as yourself. Discriminating with a view to your own aggrandizement at the expense of others. Unwilling to agree with the opinions or acts of a competitor.
- Intrinsic. The genuine quality of value; as, the intrinsic worth of gold or silver.
- Invent. To contrive or produce for the first time; as, to invent an electric stove or heater. A compressed food.
- Inventory. The annual account of goods in stock, measured and calculated at cost price plus freight, duty and other charges. The list of goods and chattels in a hotel or residence with the value of each article.
- Invest. To expend capital in business with the object of reaping profits in the future. To invest in religious, benevolent or other enterprises with the object of doing public good, without the hope of financial reward or even of a return of capital.

- Invoice.** The bill of goods containing all particulars, sent to the consignee, copies of which are shipped with goods consigned to foreign countries to make a part of a ship's papers.
- Involved.** Embarrassed. Beset with debts and obstructions so as to obscure the commercial instinct and prepare for failure.
- Irate.** The chronic, unpleasant condition of some martinet in business, who neither respect themselves nor their employes.
- Ironclad.** Rigorous or exacting; as, an ironclad lease, contract, or oath.
- Issue.** A point in a squabble to which the opposing parties point for decision. The number of bank bills or coins issued at a stated time by the United States Treasury. To place in circulation.

J

- Jeopardize.** To risk one's capital by investment in a novel enterprise or in speculation.
- Jig.** To trick or cheat; as, the jig is up.
- Job.** To buy and sell, as a broker. A position on a building, as that held by a bricklayer, mason, hod-carrier, etc. The opportunity to work for pay offered to any employe. A piece of work not done by the day or week, but at the pleasure of the worker.
- Joint stock company.** A partnership made up of several members, each of whom is the absolute owner of two or more shares of stock, which may be transferred without the consent of the directors of the company, and only carry liability to the extent of their face value in the event of the company's insolvency.
- Journeyman.** One who has passed the degree of apprenticeship and is considered skilled in his trade.

K

- Key.** A position in which a man is able to control a commercial company or dictate a policy advantageous to himself.
- Kicker.** An unruly customer, who, failing to protest against the quality of the goods, will protest against paying the bill. A disagreeable business man.
- Kilostere.** A measure equal to 35,315 cubic feet or 1,000 cubic meters.
- Kismet.** Destiny, fate; as, the kismet of Chicago is to be the first city on the Western hemisphere.
- Knack.** Ability to perform quickly and well. A trick. A device.

L

- Labor.** The toil, exertion or care by which raw material or thought is wrought into something of value and made a part of the country's wealth. The foundation of wealth.
- Laborer.** In the every-day acceptation of the word, one who does work not requiring the skill of the mechanic or the genius of the inventor.
- Land.** Real estate, improved or unimproved, given to man for his labor, and inalienable from its cultivator under natural laws. To disembark. To unload a cargo. To arrest an embezzler.

- Landlord. The owner of leased premises. Mine host of an inn.
- Landmark. An old building, whether factory, store, hotel, or residence, undisturbed by the modernizers. An old firm.
- Launch. To establish a factory or store. To enter into business.
- Lease. The tenure of a house by grant or permission for a stated period. The indenture or contract showing the terms of tenure.
- Letter. A written or printed communication, as distinguished from a circular or message.
- License. Permission granted by the constituted authorities to carry on a business, or the stamped paper or certificate of permission.
- Lift. To steal, as a shoplifter. To retire a note or other evidence of debt. A vulgar name for a passenger or freight elevator. To aid a business man when involved in debt.
- Light. Applied to goods or commodities not up to standard weight.
- Lighter. A barge used in conveying goods to or from a ship standing out in the harbor, or from the factory to the dock where the ship is moored.
- Line. A series of the same general class of goods; as, a line of tweeds, shoes, overcoats, bonnets, cutlery, etc. A series of shares of stock purchased by a jobber, and offered by him for sale; as, a line of canal stock. A railroad. A stage line.
- Liquidate. To agree upon the amount of a debt, or demand for damage, and to pay the amount so agreed upon.
- List. A roll of names of employees. An inventory of goods. A catalogue of stocks offered on 'Change.
- Lithographer. One who makes or deals in engravings from stone.
- Litigious fellow. A habitual litigant, who runs to the court to settle little debts. A quarrelsome, intolerant character, who is always at loggerheads with somebody.
- Live fellow. An earnest, active, hustling business man who is alive to the question of supply and demand, and as merry as a fakir.
- Livelihood. The trade or profession on which man is dependent for support.
- Liveryman. The owner, hostler or driver of a livery stable, where horses are kept for hire, or where horses are groomed and fed. Specifically, one who delivers food to horses.
- Lodge. To deposit for safekeeping, as to deposit money in bank.
- Loft. The space in the attic of a warehouse.
- Long on stocks. To hold shares of some corporation for an increase in selling price. To be on the long side of the market.
- Loss. Failure to make such profits as would leave the capital intact, or total loss of capital. The death of a person insured, or the burning of a house insured, is known in the lexicon of insurance companies as *loss*, though the holders of the policy consider it gain.
- Lot. A quantity or number of goods; as, a job lot. A piece of land; as, a city lot. A method of choice; as, casting a lot. A position in life; as, a happy lot, a hard lot.
- Lucifer. A match made of a sliver of wood, the point of which is dipped in a combustible substance, easily ignited by friction.

Luck. A happening or event very opportune and unexpected, which the beneficiary ascribes to chance, and calls it good luck.

M

Majority. The great number of shares of stock by which directors are elected in great corporations. More than half the membership.

Make. Texture or brand of goods. "On the make"—greedy or profit searching.

Manager. One who directs the affairs of a business house, or on whom the management devolves.

Maritime. Connected with the sea by location, marine interests, and commercial power; as, a maritime port.

Mark. An impression on a box, or a label on a package. The unit of monetary account in Germany, value for 23.8 cents of United States money. To enumerate or register.

Market. A town or place in a town where the people meet to sell and buy. Specifically, a house arranged in stalls or departments for the sale of provisions. The great department stores of Chicago are simply modern forms of the French market at New Orleans or the Wanamaker market at Philadelphia, or the Bon Marche of Paris. The range in prices of staple goods.

Marketable. Goods which may be lawfully exposed for sale. Commodities for which a demand exists.

Material. The substance of which anything may be made.

Maturity. The arrival of time fixed for the payment of a note.

Maxim. A fixed principle of a commercial concern.

Measure. A fixed unit of quantity or extent. The instrument for ascertaining the true size or quantity.

Mediævalist. A merchant who does not realize the advances made by Chicago and therefore fails to move forward with them.

Memorandum. An informal, brief letter. A compendium of a contract. A written acknowledgment of indebtedness, not for presentation at a bank until after the date for payment is passed. A record of something to be attended to.

Mercantile. Commercial, as buying and selling. Merchandising.

Merchant. One who does a wholesale or retail business on a large scale. One who keeps store. A trafficker.

Metal. The spirit of a business man; as, his metal was as broad as his enterprise.

Meterage. The act of measuring or the charge for measuring.

Minimum. The lowest price. The antonym of maximum.

Miscast. An error in reckoning or calculating.

Misfeasance. The improper doing of something which might be lawfully done.

Mix. A promiscuous blundering in accounts or arrangement of goods; as, a "pretty mix this is."

Mob. A crowd of the proletaire. A group of high livers with ultra-fashionable clothes, pointed shoes, silk hats and close-folding umbrellas.

Modern. In keeping with the latest ideas in trade and commerce, even though made at the expense of morals and happiness.

Money. A piece of metal or paper stamped and issued by the United States treasurer, acting under Congressional authority, which is current in exchange, at its face value. It may or may not have intrinsic value, as paper and coin.

Money-maker. One who makes the possession of money the aim of life. One not entirely as depraved as a horder or miser, but a worshiper of Pluto, who takes pleasure in his god.

Monte de piété. Shops where money is loaned to the poor at a nominal interest. Eleemosynary institutions so far as the stockholders are concerned, but great, practical charities. A proposition to establish such shops in Chicago has been seriously entertained by the philanthropists of the city.

Mortgage. A conveyance of property to a money loaner or to secure a debt, which does not alienate the property until the mortgagor fails to fulfill his obligations. Even then the chance to redeem is secured to him by the laws.

Munificence. A characteristic of Chicago's business and professional men.

N

Negotiate. To bargain or trade; specifically, to arrange with a bank or money-lender for a loan on bonds or other paper. To make a real estate deal.

Network. A system of railroad lines, as in the stockyards, at Sixty-third Street, or at Sixteenth and Eighteenth Streets.

Normal. In regular form. According to usage or rule. Ordinary; as, trade is normal.

Note. A written or printed paper, containing an acknowledgment of debt or promising payment at a stated time, which may or may not be interest-bearing. A short letter. A list of charges. A memorandum or notification.

Nuisance. Anything offensive which annoys the citizens. An ill-managed business house. A noxious manufacturing house.

O

Oats. A cereal grass and its edible grain handled in the Chicago market.

Octavo. A sheet folded in eight leaves or sixteen pages.

Ohm. The standard unit in the measure of electrical resistance.

Oracle. One whose opinions on trade are considered reliable.

Order. The first law of business. The established system of business. A direction in writing to pay money. A list of goods to be shipped to a consignee.

Ore. A native metal or its compound with the rock in which it occurs.

Organization. An association bound by certain rules with certain objects.

Out. In a wrong position or incorrect opinion; as, "You're out." On the wrong side of a deal; as, "You're not in it."

Oversee. To superintend or inspect. Seldom used in the United States since the abolition of slavery, but still in use throughout England.

Overt. Open to view. Generally used in connection with some infringement of commercial or other laws.

P

Pack. To arrange closely and securely; hence, packer, package.

Packet. A mail boat. A passenger boat on the Illinois and Michigan canal before the days of railroads. A small parcel.

Pad. A writing cushion. A measure for fish.

Palaver. To talk idly or deceitfully. To cajole.

- Palladium. The credit man of a large concern, who by his researches protects his employers or partners against loss.
- Paper. Negotiable evidences of indebtedness, as notes or bills of exchange.
- Paraph. A flourish with a pen at the end of a signature.
- Parquet. A body of seats on the floor of a theater, from the orchestra to the dress circle.
- Parsimony. Economy merging into niggardliness.
- Partner. One who shares, as a member of a firm, its profits and responsibilities.
- Pass. A ticket permitting free transit or admission.
- Passenger. A traveler on railroad or stage coach, steam or sail boat, etc.
- Patron. One who encourages or helps an individual, a cause, or a work.
- Pawnbroker. One who lends money on personal property deposited with him or left in possession of the pawnor under certain conditions. A usurious money lender without a soul.
- Pay. To compensate justly. To discharge a debt; as, to pay a bill.
- Percheron. A breed of draught horses originating in France, which, like the Norman, is highly prized in the markets of the United States.
- Perfumer. One who manufactures and sells perfumes.
- Perfunctory. A careless, boyish way of acting. Work done in a superficial manner.
- Period. A certain series of days, weeks, months or years; as, the village period of Chicago.
- Permanent. Holding the same place; specifically, a mercantile house or factory firmly established or a position held by an employe in such a house, the duration of which depends on his own ability to observe its duties and his will to hold it.
- Personal. Relating to, or affecting, an individual; as, it is purely a personal affair.
- Persuasive power. The faculty of a salesman to induce a purchase.
- Pertinent. Relevant or appropriate; as, a pertinent suggestion.
- Petition. A request or memorial, signed by one or more, asking a public or semi-public corporation or the chief officer thereof to take certain measures for carrying out the desires of the petitioner or petitioners.
- Phantom. A business specter, which appears in days of panic or when trade is dull.
- Pharisaism. The sacred side of commerce, patent on certain occasions, to balance the other side.
- Pharmacist. One who manufactures or sells drugs.
- Phenix or Phoenix. A fabled bird, which should be the standard of Chicago, as it had the power to destroy itself in fire and rise from its ashes stronger than before.
- Philanthropist. An individual or corporation who builds up a great industry, employs many hands, and pays them the limit of wages consistent with good management.
- Pick. The first choice or selection; as, the pick of the factory.
- Pigeon-hole. A small compartment in a desk or case, generally lettered, for holding papers, letters, etc.
- Pigheaded. Stubborn, perverse and obstinate; as, a pigheaded employer or employe.
- Pile. A lot of money acquired by chance; as, "he has made his pile." A pyramid of goods, as carpet, calicoes, etc.

- Pilfer. To steal in small lots, as pillage is to steal in large lots.
- Pink. The cull or pick of a lot of goods; as, the pink of bonnets.
- Pioneer. The first or among the first to establish a store, factory or other industry.
- Pipage. Transportation of petroleum or gas by means of pipe, or the charge for such transportation. A cask containing 126 wine gallons.
- Piping. Peaceful, prosperous times, without disturbing *isms*; as, "piping times."
- Pirate. One who uses another's trade-mark or works under another's reputation. Specifically, he who robs an author of his rights or paraphrases, closely, another's writings.
- Pith. The essential part of a project; as, the pith of commerce is capital.
- Plan. A scheme, sketch or description of a business project, adherence to which is made obligatory.
- Plant. The counters, shelves, and fixtures in general, of a store, or the machinery employed in a factory; or the rolling stock and permanent way of a railroad. A swindle or artifice.
- Pledge. A transfer of personal property to a pawnbroker as security. A promise to do or to refrain from doing. To guarantee.
- Pluck. Energy and enterprise. To despoil by intrigue. A modern rendering is, "He got it in the neck."
- Plug. A worthless horse. A large-sized, worthless fellow.
- Plum. A snug sum of money inherited or earned on a speculation.
- Plump. A substantial, patent lie, told by a competitor in trade.
- Plunger. An operator on 'change who risks large sums in hazardous speculations.
- Pluto. One of the wealthy citizens who has influence and uses it.
- Pocket. A large sack, used for packing hops, ginger, etc., containing about 168 pounds.
- Point. To designate in a specific manner. A detail or item. The denouement to which a talk or transaction is directed.
- Pool. Any gambling or venture in which several persons agree to do certain things favorable to themselves and in opposition to the interests of the people. An arrangement by which the earnings of all railroads or factories in a pool are grouped and distributed pro rata. A dangerous centralizing system opposed to the best interests of the Republic and antagonistic to the people.
- Port. A sheltered harbor where ships may load and unload. A port of entry. A shipping town where a custom-house exists.
- Portage. A sailor's wages while in port. The charge for carrying over a portage. The portage between two bodies of water.
- Portion. The dowry of a wife. That part of an estate given to an heir. A part of anything.
- Postage. The legal charge for the transportation and delivery of mail matter.
- Postdate. A date placed on a negotiable or legal paper after it was made.
- Post-entry. A subsequent entry at the custom-house or in a counting-house of goods omitted by mistake.
- Postmaster. One who has charge of distribution and forwarding of mail matter, the payment and issue of money orders and the registration of letters.
- Precedent. An event or action upon which experience is based.
- Predecessor. He who is followed by another in any stated position.

- Pre-emption. An option or right to purchase before other bidders.
- Premium. A stated sum paid for the loan of money, distinct from interest, or for securities above their face value, or for insurance.
- President. The chief officer of a corporation.
- Press. The art of printing and publishing, specifically the newspapers taken collectively.
- Price. The current charge for goods in the market. A variable quantity, chiefly favorable to the seller, as the price of butter.
- Prime. First in excellence of quality; as, prime beef.
- Principal. A capital sum of money. One who employs another to act for him. A debtor as distinguished from a surety.
- Principle. A governing law of conduct. A system of business.
- Printing. The business of a printer, including typesetting and presswork.
- Privilege. A spread or privilege which one buys from another of demanding certain shares of stocks at a certain price, or of delivering the same shares of stock at another price, within a time agreed upon. The system of privileges is known on the Board of Trade as well as on the Stock Exchange.
- Privileged communication. Information which must not be disclosed without the positive assent of the first party.
- Probabilist. A believer in probability rather than in certainty. A casuist.
- Produce. The products of the farm, as grain, vegetables, etc.
- Producer. A farmer. A manufacturer who converts raw material into merchantable goods.
- Production. The output of a factory or mill.
- Progress. The advancement made under the ægis of commerce which destroys natural growth and places in its stead an artificial condition, in which human happiness has to surrender to a specious, ephemeral feeling, which is oftener at zero than at summer-heat. A material idea which destroys and builds up, with the one aim of self-aggrandizement. A something which one must follow if he wish to succeed.
- Project. A scheme, design or plan suggested or in effect; as, the project of starting a paper is now a fact.
- Promise. A verbal or written agreement to perform a certain act at a stated time, or made without definiteness.
- Promote. To aid in the establishment of some industry by inciting capitalists to invest, as is the office of a promoter. To act with a view toward the extension of a business and the best interests of a firm.
- Prompt. A limit of time given for payment. Ready and quick in carrying out a command or in paying a debt.
- Prompt-note. A memo. of sale and time when payment is due, given to a purchaser at time of sale.
- Propeller. A steamboat propelled by a screw-wheel fixed at the stern and worked by a shaft extending from the engine room.
- Property. Real or personal property which the law recognizes as belonging absolutely to its claimant, no matter how acquired. A peculiar quality of a substance; as, he has all the properties of a successful man.
- Prospect. To search for a manufacturing or mercantile location. Ground for hope. Anticipation.

- Prosperity. Success in any business or enterprise.
- Protest. A radical, though legalized, method of robbing Peter to pay Paul, by drawing in a notary to affix his seal to a note or bill of exchange, the non-payment of which is already evidenced. A vicious civil penalty which breeds harm rather than good.
- Provide. To procure supplies, to take measures against a contingency. To establish a condition in a contract.
- Provisions. The trade name for aliments of all kinds; specifically, meats, flour, vegetables, etc. The stipulations in a contract.
- Proxy. A person authorized to cast another's vote, or to act for another in a meeting of corporators, or under other circumstances.
- Publican. A saloonkeeper, at one time a man who held the confidence and respect of the community. In modern times, the lowest of the mercantile classes.
- Publisher. An enterprising man or firm who issues books, newspapers, or magazines and provides for their circulation—generally a benefactor to the human race. The great art is, however, subjected to abuse by many so-called publishers who pander to the lowest grade of instinct and circulate most outrageous libels on books.
- Puff. To give unearned praise or to magnify the virtues and ignore the faults of a man, as was the custom of Parton and less famous writers.
- Pulse. The beat or throb of trade, being fast, normal or slow, expanding, resting or contracting, as the blood in the arteries of the traders.
- Pump. A faculty of business men to draw out secrets from their fellows or customers, and use the knowledge so obtained as a general would in war.
- Punic faith. Carthaginian faith, which was based *in toto* on expediency.
- Purchase. To buy for a price; hence, purchaser.
- Purser. A clerk in the merchant marine, who keeps the accounts on board ship, such as the receipt of freight, fares, provisions, etc.
- Pursuit. The avocation which one follows in his daily effort to obtain bread and clothing.
- Put. A privilege which may be combined with a *call*. *Vide* privilege.
- Pyrotechnist. One who manufactures and sells fireworks.

Q

- Quality. The nature or character of a man or commodity, relatively considered.
- Quandary. An unenviable position where perplexities are patent and certainties obscure.
- Quantity. A stated sum or bulk, as \$100, a cask of wine, a barrel of flour.
- Quart. The fourth part of a gallon, or the eighth part of a peck.
- Quarters. Store or factory building with plant; as, "our new quarters."
- Quarto. A sheet folded in four leaves, showing eight pages.
- Queer. Questionable. Counterfeit money. Illegal transaction.
- Quick. Possessed of liveliness. Perceptive in a high degree. Unceremonious.
- Quicksands. The obstacles surrounding a business, from which it must be rescued if it would survive.
- Quit. Resignation of a position. Release of an obligation. To get even with.

Quit-claim. A deed in which the grantor warrants only against claimants under himself.

Quota. A proportional part. A quotum.

Quotation. The price of provisions, bonds, stocks, etc., listed by a broker or published on 'Change. A list of current prices for all commodities.

R

Racket. Noisy sport in a business house. A bluff made by a dun, which, in reporting to his principal, he calls a racket, while the debtor declared it an impertinence.

Ragman. He who collects or deals in rags.

Rail. A bar of steel or iron used in railroad tracks.

Railroad. The evolution of the tramway. The iron road.

Raise. To bring to a higher condition; as, he raised the industry from a blacksmith's shop to a great foundry. To increase the value. To constitute. To cause a row; as, "to raise Cain."

Ramify. To subdivide. As the departments of a great concern.

Range. Extent of the trade region of a city. The north and south lines six miles apart, east and west of the principal meridians used in United States land surveys.

Rate. Established portion or criterion or price fixed with a relation to a standard.

Ratio. The relation of one quantity to another of the same kind.

Realism. Commerce which must see the substance of the commodity and weigh the gold received for it.

Realize. To convert goods or chattels into money and obtain large profits, or to dispose of a useless plant and obtain something for it.

Realty. Real estate, or the houses and immovable property thereon.

Rebate. A deduction in interest, duty, or freight charges. A refunding of a part of the purchase money.

Receipt. A written acknowledgment for moneys paid.

Receiver. An officer appointed by a court to take charge of the property of a corporation or individual, and manage it until all claims are liquidated and paid. A man who buys stolen goods.

Reciprocity. Mutual dealings between non-competitive nations, wherein trade barriers are cast down and the interest of one is made the interest of all.

Reckon. To calculate. To balance chances and estimate risks.

Record. The account books of a business house.

Redemption. Observance of terms contained in a note, bond, or memorandum. The release of an estate after the foreclosure of a mortgage.

Re-exchange. The expense on a bill of exchange or draft which has been dishonored in a foreign land and returned.

Reference. One of whom inquiries may be made relating to the general character and capacity of another.

Reimport. To take back that which was shipped. A practice observed by holders of whisky under certain phases of the revenue law.

Release. The surrender of all claims under a mortgage or a decree of court. A discharge of claims; as, a release from a lien or demand.

- Reliable. A single word substituted for the phrase "to be relied on." In revolutionary days, the Tories looked upon the Royalists as reliable, while the Patriots considered them as guilty looking Tories or very knavish Whigs.
- Reliant. Confidence in one's ability to undertake and accomplish.
- Remit. To transmit, by letter or express, moneys to meet some demand. To cancel an obligation.
- Remnant. An unsold end of a piece of goods, as carpet, tweed, etc.
- Remonetize. To re-establish a metal as a legal tender or standard money. To impress 58 cents worth of silver with dollar characters and make it current for 100 cents.
- Remove. To transfer one's place of business to another location.
- Remuneration. An equivalent given for services or for loss or damage to property.
- Renew. To continue in force by substituting a new obligation for the old; as, to renew a note or patent. To refill, to repair, to renovate.
- Rent. The money consideration for the use of land, house, or furniture.
- Reorganization. To constitute a new association out of or on the ruins of the old, with new officers and new system.
- Replenish. To renew a stock of goods.
- Report. An account of the results of an examination; as, a report on a merchant's standing. A complaint made to an employer of an employee.
- Represent. To speak or act for another; as, to represent a firm. To describe the quality of goods, lands, or houses offered for sale.
- Reprint. A new impression of whatever has hitherto been printed. A cutting from a book or other printed matter, introduced as copy. A reproduction. A republication.
- Repudiate. To refuse to pay a debt which is known to be due. To ignore a claim. To deny an accusation. To cast off an old friend.
- Reputation. The commercial character of a business man.
- Reserve. The funds held to meet extraordinary demands. Stocks of goods held in reserve.
- Resign. To abandon an office. To give up a position. To retire.
- Retaliation. A vulgar, anti-Christian method of returning evil for evil, sometimes carried into trade and commerce by railroads, manufacturers and even Congress.
- Retire. To withdraw from active business life.
- Revenue. The rent, profit or interest coming in from investments, or the moneys received as distinguished from the moneys disbursed.
- Revival. The restoration of trade and commerce to its normal condition. Activity in trade after a season of depression.
- Rogue. A deliberate cheat. A dishonest person.
- Rule. Systematic method, in time and action, observed in business.
- Rumseller. One who sells intoxicating liquors.
- Run. An abnormal demand for any line of merchandise, or for moneys in bank. Smuggled goods. Malleable iron castings.
- Rush. Great activity with pressure in a store, factory, or any other business institution. To jump into a speculation like a plunger. To rush into debt.

S

- Sacrifice. A sale below cost or actual value.
- Salary. Fixed pay or remuneration for the services of an employe.
- Sale. The actual transfer of property or the contract to transfer for a certain consideration or price.
- Salt. The chloride of sodium, always an important article of commerce. A sailor; as, an old salt.
- Salutatory. The address of an editor to his readers on establishing a new journal or in taking charge of an old one.
- Sanguine. Anticipating the best. Not despondent.
- Score. To mark with lines or notches. To scold.
- Scoundrel. A man without honor or virtue.
- Screw. A worn-out horse with a good appearance; a close trader or money lender.
- Scrip. Paper fractional currency or certificates of indebtedness issued by a municipality or State, in negotiable form. A preliminary certificate of subscription to the capital stock of a corporation.
- Scrub. One of the common cattle of an impure breed.
- Seagoing. Capable of going to sea, as distinguished from a coast or river vessel.
- Secretary. A person employed to write orders, letters, despatches, etc., as an amanuensis. One who attends to correspondence and other business for a corporation. An *escritoire*.
- Security. Something given, deposited or pledged, to secure the carrying out of a contract. One who warrants another's fidelity or endorses his paper.
- Sell. To dispose of goods for money or other tangible consideration.
- Senior. One older in office or superior in grade.
- Session. A meeting of the directors of a company or of the Board of Trade.
- Shaky. Tottering, unsound, unworthy of credit.
- Sham. A deception. A counterfeit.
- Share. One of a certain number of equal portions into which capital or property is divided.
- Sheet. A single signature of a book, divided into pages, as folio, quarto, octavo, 16mo, etc. A leaf of writing paper.
- Ship. A seagoing vessel, with mainmast, foremast and mizzenmast. To put aboard a ship, or load on train or wagon.
- Shop. An apartment or building where mechanics work; as, car factory, cigar factory, or butcher's shop. To visit stores, as when women go shopping.
- Short. Unable to deliver according to contract, as is sometimes the case on the Board of Trade and Stock Exchange.
- Shots. The refuse cattle taken from a drove.
- Shove. To pass defective goods or counterfeit money. Shoving the queer.
- Show. To present goods for examination on the counter or in a show window.
- Shuffling. Using arts or expedients in trade to obtain some advantage.
- Silkman. A dealer in silk, or salesman in a silk house.
- Silverware. Table furniture, ornaments, etc., made of silver.
- Sinecure. An office which has neither responsibility nor labor attached to it.
- Sitting. A short session of directors. A seat in a hall. A position taken before a portrait painter or photographer.

- Size. The conventional name for the dimensions of gloves, shoes, etc. A thin, weak glue. A quantity.
- Skill. Familiar knowledge of any art or science.
- Skin. To strip of money or property by chicanery. The hide of an animal detached from the carcass.
- Skinflint. A penurious, shylockian person. A miser.
- Skip. A vulgar term for hurry. To omit a line or word in writing.
- Slip. An opening in a dock in which ships may lie while loading or unloading. To steal away quietly.
- Sliver. Bait made of pieces of small fish.
- Snob. A workman who takes less than standard wages or who refuses to join his brother workmen in a strike. A scab or rat.
- Specifications. A written description of articles to be supplied or work to be done by the contractor whose bid is accepted.
- Speculate. To purchase on the presumption that prices will advance. A hazardous undertaking, depending on the same chances as betting on horses, except when Chicago real estate is the substance on which the speculation rests.
- Spicer. One who deals in spice.
- Spirit. Rum, whisky, brandy, gin and other distilled liquors; or, in alchemy, sulphur, salammoniac or quicksilver.
- Spleen. The jealousy and dislike between competitors.
- Stag. An outside dealer in stocks or grain. A curbstone broker. One who applies for an allotment of shares in a newly organized company, with the object of selling them at a profit.
- Stake. A pledge. Money or property deposited as a wager.
- Stamp. An official mark or seal attached to dutiable goods, letters, documents, etc. Character or reputation. Money; specifically, paper money.
- Stanch. Firm in principle and in friendship. Strong. Worthy of credit.
- Standard. The mixture of fine metal and alloyed, declared currency by the United States. A special grade of anything which is placed on the market as first-class with a permanent value. The recognized weights and measures.
- Starch. A white extract of potatoes, corn, rice, etc., used in laundries and in the production of commercial grape sugar.
- Starvation. The penalty of excess on the part of the individual. The result of class government or of a decaying ochlocracy.
- Stave. To delay; as, to stave off the payment of a debt.
- Steady. Constant in the pursuit of business. Sober, industrious.
- Steer. A castrated taurine. A common ox.
- Stew. A state of perplexity in which every honorable man is placed when his note or promise is due and he cannot pay.
- Stipple. To engrave by dotting, rather than in lines.
- Stock. Money or capital employed in business. The capital of a corporation in the form of transferable shares. Goods in store or in warehouse. Farm cattle. Something which forms a permanent basis for another; as, soup stock.
- Stock jobber. One who buys and sells stocks for profit, as a jobber in dry goods, boots or shoes does.

- Stoic.** An experienced business man who can not be disturbed by the various claimants upon his time and patience.
- Storage.** A warehouse for the safekeeping of goods where storage is charged according to the space occupied. A stowage room.
- Store.** Any place where a wholesale or retail trade is carried on.
- Story.** A set of rooms on the same floor or level.
- Strike.** To quit work in a body with the object of driving the employer to accept the terms of the employes. Generally, a commercial trick not sanctioned by morals or honor, but sometimes justifiable. An English method of rebellion, carried out on the Salvation Army principles of marching and singing.
- Style.** The Gregorian time, which is now observed in the *new*. The Julian—the *old style*.
- Subscribe.** To attest by writing one's name beneath a letter, contract, etc.
- Success.** That which meets with favorable results—nothing succeeds like success.
- Successor.** One who succeeds or follows.
- Sugar.** A sweet substance, the manufacture of which is a monopoly.
- Superintend.** To see that all the details of a work are carried out according to the directions of the supervisor.
- Surveyor.** One who measures land. A United States officer who measures the contents of casks. An insurance examiner who determines the loss by fire.
- Suspend.** To cease paying debts; as, the suspension of a commercial or banking house.
- Sweat-shop.** The little rooms where young and old are grouped, working laboriously for a pittance which an unprincipled employer offers to his white slaves.
- Swindler.** One who obtains money, goods or lands under false pretenses. A pretentious sharper or cheat, who scarcely fears the penitentiary. One born without a sense of decency or shame.
- Swine.** Any animal of the hog kind.
- Swing.** A colloquialism used in the phrase, "to swing round the circle."
- Switch.** To turn from a normal method of business or from an abnormal to a straight method.

T

- Table.** A condensed statement, in lines or columns, of dates, names, amounts, etc., which may be seen at a glance.
- Tableware.** The articles generally used on a dining-table.
- Tangle.** United confusedly or mixed up; as, the accounts are in a tangle.
- Tap.** To pierce a cask, so as to draw from the contents. To steal from a money-drawer. To attach an instrument to a telegraph wire with the object of obtaining information.
- Tariff.** The United States impost on imported goods—high in the case of a protective tariff or mixed, as in the latest Congressional idea of imposts.
- Taster.** A sample man; as, a tea-taster. A connoisseur in wines and spirits.
- Tax.** The moneys levied on property, goods, imports, domestic manufactures and trades for the purposes of carrying on the business of the nation, State or municipality—equitable and low under good administrations, unequal and high under bad administrations. Indirect taxes, such as are levied by the United States. Direct taxes, such as are levied by the State and municipality.

- Tea. The leaf of the *camellia chinensis*, dried and shipped to all commercial nations. In 1517 the Portuguese imported it, but a century later the Dutch made it an article of commerce.
- Team. Two or more horses, mules, etc., harnessed to a wagon used in hauling freight. Two business men who are seen together often, of whom it is said, "they make a good team."
- Tenstrike. Any quick or decisive stroke of profitable trade. A speculation.
- Tenure. The right of holding real-estate or tenements under certain conditions.
- Term. A period granted to a debtor for discharging an obligation.
- Terminal. The end or starting point of a railroad, or the place where a railroad begins or ends. A terminus. Either end of the conducting circuit of an electrical apparatus.
- Tête-à-tête. A confidential talk between business men.
- Texture. The relation of several parts of a substance to the whole.
- Theorist. One who is not practical. A business man who neglects work which he is competent to do, so that he may think out something which he cannot accomplish. A speculatist.
- Tierce. A cask which contains forty-two wine gallons.
- Timber. The body, stem or trunk of a tree.
- Timothy. Grass seeds brought to Maryland in 1720 by Timothy Hanson, from which the best hay is grown.
- Tin. Money; as, he has the tin.
- Title. The muniments or documentary history of ownership; as, an abstract of title.
- Toady. A mean sycophant or flatterer. An unliveried flunkey.
- Tobacconist. A dealer in or manufacturer of cigars and tobacco.
- Toil. Labor that oppresses the mind or body; as, the labor of a toiler.
- Toleration. A godly attribute, much discussed but seldom practiced. The faculty of "doing unto others as you would wish them to do unto you."
- Top. The highest place attainable in trade; as, he is at the top of the ladder—there is always room at the top.
- Total. The whole sum, amount, or quantity.
- Tow. A small but powerful steamer used for towing vessels into or out of a harbor. A barge used as a towboat. The vessel or lumber in tow.
- Traction-engine. A locomotive used on the roads or in the fields.
- Trade. The act of buying and selling, or of bartering and speculating. The exchange of real or personal property in a single instance is known as a trade. The occupation of a mechanic. The body of mechanics employed in any of the industrial arts. To act as a tradesman or merchant.
- Trade-mark. The mark or device used by a mercantile or manufacturing house to denote a certain line of goods or all the goods in which they deal.
- Trades-unionist. A member of a union of tradesmen.
- Traffic. Commerce. Trade. Interchange of goods. The business of a railroad, steamboat or clipper line in passengers and freight.
- Tram. A four-wheeled truck running on rails, as used in manufacturing concerns and in mines, or in lumber yards.
- Tramp. A foot-traveler; specifically, a vagrant who has neither money nor business.

- Transaction.** A business affair; as, the sale of a bill of goods, the loan of a sum of money, the purchase or sale of stocks, on 'Change, or of grain, etc., on the Board of Trade, transacted by an agent or principal.
- Transfer.** To convey property to another place or person; as, a trunk from the depot to the hotel, a lot from Brown to Jones, a freight car from the yards to the road of another company, stock from the owner to the purchaser, as entered on the books of a corporation. A paper used for transferring impressions of engravings.
- Transit.** The passing of goods from place to place; as, the goods are in transit.
- Transmit.** To send forward. To place in transit; as, to forward a letter or note.
- Transportation.** The charge or rate for conveying passengers or freight. The ticket on which one may travel on train or steamboat. The act of transporting.
- Trappings.** Ornaments used with harness for horses.
- Travel.** To journey over or traverse, as a commercial traveler.
- Treasurer.** An officer of a corporation or cashier of a firm who receives and disburses moneys, and generally acts as financial man of the concern, and takes charge of the treasury.
- Trimmer.** One who arranges, fits, or ornaments; as, a window trimmer.
- Trip.** A rapid journey made by an occasional traveler, or the complete journey throughout a territory made by a commercial traveler.
- Truck.** A low wheeled vehicle for carrying goods from store to freight depot or *vice versa*. A small, wheeled, hand vehicle for transferring goods in a store or depot.
- Truckman.** A huckster, or one who does a bartering business. One who drives a truck. A teamster.
- Trust.** Credit, confidence in one's ability to pay.
- Trustworthy.** Worthy of confidence or credit.
- Tug.** A towboat, used in the harbor.
- Typographer.** A printer who sets type.
- Tyro.** An apprentice in a commercial house. A new beginner in any branch of trade and commerce.

U

- Umpire.** He whose decision is final in any controversy submitted to him for judgment. An unenviable avocation which breeds few friends and many enemies.
- Uncle.** A pawnbroker—a terrible relative, who will *bleed* his nephews to death.
- Underdo.** To perform less thoroughly than is requisite.
- Understand.** To recognize or comprehend anything.
- Undertaker.** One who takes charge of and manages funerals.
- Unearth.** To bring from concealment; as, to unearth stolen goods.
- Union.** An association of employers or employes, each formed to protect its interests against the other. A body of trades-unionists.
- Unthrifty.** Extravagant, profuse, not economical. Not industrious.
- Urge.** To ply with motives, arguments, importunities; as, to urge a hard worker to work harder. To drive a willing horse to greater speed. To push forward an enterprise.

- Use. The employment of anything in one's service. Custom. The interest paid on borrowed money. To accustom or habituate. To exhaust.
- Usury. Interest in excess of a legal rate charged to a borrower by a money-lender. An exorbitant profit on anything.
- Utopian. The chimerical project of a theorist.

V

- Vacancy. An unoccupied space. A position in a business house without an incumbent. An interval of leisure.
- Vacate. To leave a house, as a tenant. To annul; as, to vacate a street or alley.
- Vacillate. To fluctuate with every new opinion. To be uncertain and unsteady.
- Vagabond. A vicious stroller who has no settled residence. A tramp. A vagrant.
- Valhalla. A store or factory or town in which bankruptcy attended the efforts of men who succeeded in other places.
- Valid. Capable of being justified. Legal. True.
- Valuable. Possessing qualities of usefulness; as, a valuable fur, a valuable lot, a valuable faculty.
- Value. To appraise at its worth. The property which gives a thing worth.
- Vanity. An excessive desire for notice or prominence entertained by the ignorant, who do not see the line between modesty and cheek.
- Variety. A collection of different goods or an assortment of a class of goods; as, they carry a great variety of silks.
- Varnish. To cover or conceal with something which gives a fair appearance; as, he varnished the character of that merchant.
- Vault. An arched structure of masonry for the storage of valuable papers or other treasure. Modernized, as in the safety vault—an iron structure within great fire walls.
- Vender. A dealer or seller who disposes of vendible goods.
- Vendue. A public sale, as at auction.
- Ventilate. To search for and expose the queer transactions which led to the failure of a firm or the disappearance of profits.
- Verdant. A business man whose judgment will ultimately lead him to the Green Mountains, away from trade.
- Vest. To empower; as, to vest an agent with authority. To invest.
- Veteran. An old merchant, or an old employe in any house.
- Vexation. A penalty imposed on business men. An attendant evil of trade and commerce.
- View. The mode of looking at anything. The creditor has generally one view and the debtor a dissimilar one.
- Vintage. The produce of the vineyard for one season, in grapes or in wine.
- Vintner. One who deals in liquors, etc.
- Virago. A mannish woman. A name sometimes applied to a merchant who descends to the depths of a scold.
- Vocation. The trade, business or profession which one follows.
- Vouch. To warrant, to maintain, to witness, to support, as a voucher.
- Voyage. A journey by lake, river, or ocean, from one port to another.

Voyageur. An employe of the fur companies employed in the transportation of ammunition, provisions, and gewgaws to the Indian country and of furs from that country.

Vulnerable. Liable to injury or loss; as, the house is only vulnerable in its credit department.

W

Wager. To speculate on the issue of a contest. To bet.

Walk. To resign an office by compulsion. To win easily.

Wall. To drive to extremities; as, debt brought him to the wall.

Wampum. Each of the white beads of the Indian belt, used as the equivalent of half a cent in the trade and commerce of the aborigines and fur traders.

Wares. Articles of merchandise of different kinds; as, in a department house where hardware, glassware, tinware, etc., are found, with dry goods, groceries, stationery.

Warehouse. A storehouse for wares or goods. A custom-house store where goods are kept until the duty is paid.

Wareroom. A store or room where goods are exposed for sale.

Warrant. A voucher or guaranty for anything. A warranty deed. A permit.

Watch. A small timepiece. A guard. The term or period in which a guard watches.

Water. To increase the capital stock of a company by the issue of additional stock.
To give \$1 the appearance of two or three for speculative purposes.

Watermark. A legend or device wrought into paper during manufacture.

Wealthy. Possessing riches, in money, lands, bonds, goods, etc.

Wear. To waste, consume or diminish by use; as, the wear and tear of a plant.

Weathered. To conquer or succeed; as, the firm weathered the financial storm.

Wedding. The joining together of two great interests, or of two navigable bodies of water; as, the wedding of the Chicago and the Mississippi.

Weigh. To balance. To consider with the view of forming an opinion.

Weight. The quantity of heaviness; as, one hundred pounds in weight.

Wheat. One of the most important of cereals.

White fish. The largest of the *Coregonus*, abundant in the great lakes.

Windfall. An unexpected legacy or run of profitable trade or speculation.

Witness. To see the signing of a contract or deed. To bear testimony.

Wool-stapler. One who deals in wool.

Work. Exertion of mental or physical strength, which converts raw material into merchantable commodities; specifically, that which is produced by mental labor.

Wrinkle. A tip or piece of information in connection with a business affair.

Wrong. That which is contrary to the rules of business.

Wrought. Worked, elaborated, as opposed to raw and rough.

X

Xenomaniac. One who admires foreign customs, foreign laws, and foreign manufactures.

Xylographer. One who practices engraving on wood.

Y

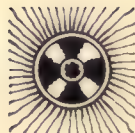
Yard. A measure equal to thirty-six inches. An enclosure within which any work or business is carried on. An expansion of a railroad, where cars are switched.

Yankee. A shrewd trades-man who is capable of entering any kind of business.

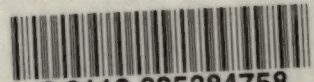
Z

Zealous. Ardent in behalf of any object.

Zero. The lowest point in the trade or finances of a house.



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